

# The American Perfumer

## and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.  
TEN CENTS A COPY.

NEW YORK, FEBRUARY, 1916.

Vol. X. No. 12.

### THE AMERICAN PERFUMER and ESSENTIAL OIL REVIEW PUBLISHED MONTHLY. PERFUMER PUBLISHING COMPANY 80 Maiden Lane.

LOUIS SPENCER LEVY, President and Treasurer, } 80 Maiden Lane  
EDWARD W. DREW, Secretary - - - } New York  
Entered as Second-class Matter March 22d, 1907, at the Post Office  
at New York, N. Y., Under the Act of Congress of March 3d, 1879.

#### TERMS OF SUBSCRIPTION

The United States and Possessions, -	\$ 1.00 A Year
Canada and Mexico, - - - - -	1.50 " "
Foreign, - - - - -	2.00 " "

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### NO POLITICS IN THE TARIFF.

Whatever is done at Washington in the matter of creating a Tariff Board or a Tariff Commission LET IT BE DONE IN A WAY THAT WILL FOREVER TAKE THE TARIFF OUT OF POLITICS. Most business men are even more patriotic in giving their sinews for the nation's good than are a majority of the law makers. Business men at the same time want to know where they are at, AND MUST KNOW to manage their affairs so that they may do their share towards supporting the expense of government. Let us have an end to the time-worn practice of Tinkering with the Tariff!

### STOPPING A DANGEROUS PRACTICE.

An investigation conducted very recently by the New York Health Department shows that in the ladies' dressing rooms provided for shoppers in certain hotels and department stores, as well as in theaters, powder puffs, and pencils for the lips and eyebrows are used in common by the women for whom these conveniences are provided.

Health Commissioner Emerson and his aids have taken up the subject with vigor and will use every effort to stop the practice, which is both unsanitary and actually perilous to health. In explaining the evil Dr. Louis I. Harris, chief of the Division of Industrial Hygiene, calls it a dangerous abuse and says:

"This condition constitutes a serious menace to health, for tuberculosis or syphilis may be readily communicated in this way to the persons so using cosmetics in common in public places."

Commissioner Emerson and Chief Harris ask the co-operation of manufacturers and dealers in cosmetics, as well as of the hotel, store and theater managers, in combating the habit, while newspapers are requested to warn women generally of the perils which they

encounter in yielding to the temptation to make use of cosmetics in this manner.

The crusade is one of the best that has ever been undertaken by the Health Department and should have the hearty support of managers of hotels, theaters and department stores. The daily newspapers especially can aid in the work by printing warnings to their women readers against using powder puffs and cosmetic pencils that are provided for common use in public dressing rooms.

#### WAR TAX AT WASHINGTON.

As we go to press with this issue there are much more encouraging reports from Washington than any that have been received recently in relation to the emancipation of the perfumers, toilet goods manufacturers and others from the baneful effects of War Revenue Tax Schedule B. The reports do not justify the slightest cessation of effort.

On the other hand they call for renewed endeavor in stirring up sentiment against this unfair imposition upon industries already overburdened with taxation. It is plain to be seen that the work already done toward the repeal of the stamp tax on perfumery and toilet goods has had good effect, much more effect in fact, than was expected. **The thing to do now is not only to keep up the fight but to go at it with increased energy, doggedness and determination.**

What seemed not long ago a helpless fight for right, now presents an opportunity for relieving oppressed manufacturers of a costly and annoying incubus upon their business. The clash will happen before long and every man in the industries affected should do every bit he can to wipe out these iniquitous stamp taxes on perfumery and toilet goods. With a grand rally and with all together in the onslaught on the Members of Congress it can be done. No one should falter.

Here is a ray of cheer in one of our esteemed contemporaries:

WASHINGTON, Feb. 11.

There is every reason for believing, according to inside information, that the proposed revenue bill will abolish all the stamp taxes contained in the emergency revenue measure which was passed at the beginning of the European war and has been temporarily continued. This is practically certain, at least, with respect to schedule "B" of that law in its application to perfumery, cosmetics, etc.

Our own Washington correspondent, under date of February 14, sends this encouraging dispatch:

SHOW-DOWN IS EXPECTED SOON.

**"It is expected that within another month there will be a show-down of the administration's attitude toward the perfumery taxes.** Up to date the situation has been clouded in mystery. The Ways and Means Committee has taken the stand that no steps should be taken toward raising additional revenue until the military and naval programs are agreed upon and it is known just how much money is needed.

"The Military and Naval Committees of the House and Senate have been holding hearings on the bills covering the defense program and these are nearing a conclusion. It is expected that within a few weeks the legislative pro-

#### WELCOME A TARIFF COMMISSION.

By JOHN H. FAHEY, *president of the Chamber of Commerce of the United States.*

The statement of the President's position concerning the need of establishing an absolutely independent non-partisan tariff commission will be received with great satisfaction by the business men of the United States.

The sentiment of business men in favor of such a commission has been almost unanimous for years, because of the general disturbance of business which has usually attended the making of our tariffs under the system which has prevailed until now.

At its first annual meeting the National Chamber went on record for the establishment of such a commission without a dissenting vote and to insure the fullest possible consideration of the project by all the organizations in its membership this was followed soon after by a referendum to all the members. The result of this was a vote of 715 to 9 in support of the commission idea.

gram will be decided upon and then the Ways and Means Committee will get down to the real work of finding ways and means to bring in the revenue by special taxes.

"President Wilson and his supporters are impatient over the apparent delay in the progress of the legislation through Congress. His recent trip West did not seem to spur Congress on and he has decided to forego the proposed Southern trip in order to coax Congress on to put the program through. He is calling in various leaders and impressing upon them the necessity of enacting the legislation.

"Among those with whom he is conferring is Majority Leader Kitchin of the House, who while not in sympathy with the armament program, is willing to accede to the President's wishes with regard to raising additional revenue. Mr. Kitchin, however, disagrees with the President as to the methods of raising the revenue.

**"Mr. Kitchin has let it be known that he opposes stamp taxes and while not particularizing it is believed he opposes the continuance of the perfumery taxes.** Nor does he favor the taxes on gasoline, iron and steel, but instead proposes an increase in the income tax and a tax on munitions of war. **He says the House will not re-enact the stamp taxes.** Speaker Clark and other influential House leaders are agreed with the House leader.

"Speaker Clark has come out publicly against stamp taxes.

"I can not favor the imposition of further stamp taxes or burdensome excise taxes to meet the needs of the Treasury," says the Speaker. "Stamp taxes are onerous at best and should be resorted to only as an emergency. The present tax law should be revised and **many of the stamp taxes which it contains should be eliminated.** Through the income tax we can raise a large part of the money. A tax on the manufacturers of war munitions should be favorably considered."

"Representative Kitchin has received a large number of protests from Democratic members of the House against stamp taxes. Representative Doughton of North Carolina says that he will 'not again support a measure carry-

ing the stamp provision of the present law, believing that it is wrong.

**"The feeling in the House is decidedly against the stamp taxes and there is a belief in that body that the President will be won over to the idea of placing a tax on munitions of war.**

"There is also sentiment against the stamp taxes in the Senate. Senator Simmons, of North Carolina, who will have charge, as Chairman of the Finance Committee, of the tax bill when it reaches that body, says he and a number of other Senators favor an inheritance tax, increased taxes on incomes, and sugar and munitions taxes, and increased liquor taxes, in lieu of the stamp taxes. **He indicated that the present tax law may be dropped entirely."**

#### THE PERFUMERS' CONVENTION.

The dates of the twenty-second convention of the Manufacturing Perfumers' Association have been changed to May 9, 10 and 11. The arrangements are not yet complete, but it will be held in one of the leading hotels of this city.

A meeting of the entertainment committee was held on Friday, February 11, at which was present Adolph M. Spiehler, president of the association, who stopped over in New York on his way home to Rochester after having attended the banquet of the United States Chamber of Commerce in Washington.

Chairman Bush, of the entertainment committee, who is indefatigable in his efforts to promote the success of the convention, announces that the distinguished speaker at the banquet will be no less a person than William Howard Taft, ex-President of the United States. It is learned also that the ladies will be honored guests on this occasion, and taken altogether the banquet will be a most notable one.

#### LET THE ASSOCIATE MEMBERS VOTE.

At the last Convention of the Flavoring Extract Manufacturers' Association of the United States, the status of Associate Members received very thorough consideration, and the Convention came to the conclusion that Associate Members should be permitted to vote on all matters, with certain limitations. The Active Members felt that the Associate Members, who are the supply men, are well able to participate in discussions, and they appreciated the fact that the Associate Members are not very much inclined to discuss affairs on which they are not permitted to express their opinions by vote. The only fear that existed in the minds of the Active Members was that they might at some time or other be outvoted by the Associate Members on some question or other where there might be divergent views, and therefore it was proposed that the Associate Members be permitted to vote on all questions whenever a majority of the Active Members present and voting should consent thereto.

We suggest that the Active Members of the Perfumers' Association take this subject into consideration, and that when they come to the next convention they be prepared to discuss and act upon this proposed change of the constitution which will doubtless be submitted to the Convention.

#### SMOOTH TREAD IN TRADE.

By S. J. SHERER, Chicago, Ex-President of the Flavoring Extract Manufacturers' Association.

We've all driven or ridden in a machine that had smooth tread tires. Where the going was good the smooth tread carried us all right. But when the going was bad—in mud—or on a slippery pavement—what happened?

Do you know the danger of the smooth tread in business? The danger is in the fact that you are lulled into a false sense of security by the fact that you get along all right when the going is good, but when it gets poor your smooth treads don't help you.

If you see from the year's trial balance that you need to do better next year or "go broke," or want to do better just to increase your profits, whichever the reason, see if you haven't had "smooth treads" on your business machine.

Do you take every cash discount, or do you take all the time you can get? Cash discounts make non-skids out of your smooth treads.

Do you advertise well? Do you use printer's ink in an up-to-date way? Do you talk in circulars and in press, with a pull? If you don't—do.

#### THE CLOSE OF OUR TENTH YEAR.

The Index to Volume X, from March, 1915, to February, 1916, will be found between advertising pages XLIV and LI of this issue. By removing the wire stitching these pages may be easily separated for binding with the twelve copies constituting the volume.

To those who desire the volume handsomely bound in half-leather we supply our own edition at a very reasonable price.

This issue closes the tenth year of this journal's existence and we are glad to have this opportunity of offering to all of our friends our grateful thanks for the encouragement we have had from them in our efforts to furnish to the important industries in which we are interested a fearless, able and independent journal that should efficiently serve the needs of readers and advertisers alike.

#### NEW STANDARD PRICE BILL.

Under the title "To protect the public against dishonest advertising and false pretenses in merchandising," Representative Dan V. Stephens, of Nebraska, has reintroduced in the House of Representatives the original Stevens-Ayres Bill with a number of important amendments designed to meet the views of many friends of the measure.

The new bill specifically permits discounts for cash and for quantity and for allowances and rates covering costs of transportation. This is intended to meet one of the chief objections of previous opponents of the measure.

A new paragraph exempts sales to libraries and other public institutions. There are also drastic provisions against the use of the privileges of the bill in connection with any monopolized product or one concerning which there is any combination between manufacturers.

The latest tally shows 209 members of the House in favor of this legislation. This is but nine less than a majority. Friends of the measure are now confident that the end of their long fight is within sight.

### ELIMINATING THE "FREE DEAL."

Even the supposed beneficiaries of the idea of giving free goods instead of cash discounts have often complained that the practice is unsatisfactory, but there never has been any organized effort to put an end to the custom. One of the largest manufacturers of toilet goods, in issuing a new price list, has taken the evil by the horns and cut out bonuses in the shape of free goods. Others will be interested and can do well by acting upon the example set in the following announcement:

The "free deal," originally intended as a discount in goods rather than in cash to secure distribution, has been abused to the point where it now only serves to befog the question as to the exact price of the goods, and is the cause of many misunderstandings between the manufacturer and his customers.

This company believes that the whole situation will be greatly clarified by, and better merchandising result from, a complete elimination of all salesmen's bonus, free deals or "schemes." We believe that the trade will welcome a clean-cut statement of the absolute net cost of the goods in various quantities and that the confidence and friendship which should prevail between maker and distributor will be increased by a price list that will have no variations because of the presence of the salesman in the territory, seasonable conditions or other factors affecting price, beyond the dealer's control.

A quantity price—provided that the maximum quantity is not beyond the means of an aggressive independent retailer—is a legitimate means to share with the dealer the economy effected by billing, packing, shipping and collecting on the larger amount, and in a small measure to compensate him for the energy which he displays in selling the larger quantity.

The overhead charges on sales of small quantities are proportionally higher, an unduly small stock means frequent loss of sales from being "just out," so that a reasonable differential to take care of these differences in distributing service is sanctioned both by trade custom in every line and by good business ethics.

This company presents to the trade for 1916 a price list which provides a good margin of profit for its distributors and, so far as its own prices are concerned, relieves the trade of one of the practices which from abuse has become highly undesirable.

In taking an action so radical, there are many problems of adjustment to be considered, and we earnestly ask the co-operation of the trade in helping to create better business methods in this line.

### USE OF COPYRIGHTED CUT.

A novel copyright case, the first of its kind, has just been decided by Judge Booth, in the United States Court. In St. Paul, a store called The Golden Rule used one of the B. V. D. Company's copyright cuts in an advertisement of the B. V. D. Underwear. Inasmuch as this advertisement (according to the B. V. D. Company) was so prepared as to be injurious to other dealers and to the public welfare, the B. V. D. Company objected to this use of the copyright cut and the court sustained its contention, and ordered a decree and injunction. The opinion of the court declared, among other things:

"The picture or print, that is the subject of copyright, may or may not be used by the manufacturer of a particular class of goods in connection with those goods. It is not a trade mark. The manufacturer may use it in connection with a brand of goods, or he may not. He may use it in any different way that suggests itself to him.

### BOTTLE INDUSTRY PROSPERS.

Manufacturers of glass bottles in this city state that the industry is enjoying a period of exceptional activity in all its branches, and that the demand for their product has been so great that they have not experienced the usual lack of business that occurs at this time of year. Trade factors say that November, December and January were generally months when bottle factories were operated on the lowest possible basis, but that this winter there had been no let up in demand. If anything, they asserted, orders had been received on an increasing scale, and there was every indication that the heavy volume of purchases would continue for some time to come.

The infringement consists, not necessarily in deceit; e. g. in this case, not in using this picture in connection with some other goods and pretending that they are the goods manufactured by the plaintiff, but the infringement consists of the use of the picture at all without authority. In other words, it is based not on any deceit on the part of the user, but on unlawful and unauthorized use.

"Upon the question of damages, it is not necessary for the court to make any remarks at this time, because it is a question which will necessarily come before the Master and he will have to determine whether there have been damages, and if so, in what amount."

### TRADE NAME DECISION.

An interesting decision regarding trade names in the case of the Theodore Reetanus Company against the United Drug Company is quoted in 226 Federal Reporter 545. The proprietor of a patent medicine, intended as a dyspepsia remedy, for which the name "Rex" was registered as a trade-mark under the law of Massachusetts in 1898, or twenty-one years after the medicine was compounded and placed on the market, was denied the right to enjoin the manufacturer of a blood purifier compounded advertised as "Rex" on the ground that there had been no appreciable effort to extend the trade or name of the former product beyond Massachusetts before 1900 and that defendant, ignorant of the trade-mark "Rex," as applied to complainant's remedy, adopted the same name for its preparation fifteen years before the action against it was begun and through extensive advertising had established a good business in the medicine in Kentucky.

The complainant sought to attack the validity of defendant's product trade-mark on the theory that it was harmful and putting it on the market was fraudulent. The court was satisfied that the remedy was not injurious, unless it was taken in too great quantities, and that this property, characteristic of many useful remedies, had no material bearing upon the question of trade name right or infringement.

### ADVERTISING "EXPENSE" OR "INVESTMENT"?

An interesting side-light upon the question as to whether the money employed for advertising should be charged to "expense" or should be regarded as an investment, is afforded by a recent notice sent out by the referee in charge of the bankrupt Scottmints Company, as stated in a recent issue of *Printers' Ink*. The notice recites that a meeting of creditors will be held on a certain day, at which time sealed bids will be received for all the assets of the company, "said assets consisting of certain accounts receivable and the right, title and interest of the bankrupt



and of the trustee in and to the word 'Scotmints,' the word 'Hoot-man,' the use of the Scotsman's head, and the use of the tartan label, and any and all other assets of the bankrupt, save only such rights of action as may exist against its officers, directors or stockholders."

It is somewhat significant, says our contemporary, that the only assets deemed worthy of specific mention by the referee—who, incidentally, is backed by the authority of the United States District Court at New York—are those assets which have been created by advertising, and which owe whatever value they may possess to the publicity which has been given them. Without the expenditure for advertising—which the orthodox and ultra-conservative financier insists upon classifying as "expense" pure and simple—the value of the Scotsman's head and the tartan label would hardly figure conspicuously in the list of assets.

If the money which has been employed to give those things a certain standing in the public mind, wholly apart from their intrinsic merit as works of art, does not represent an investment—we should like to be told just what it does represent. This conclusion, drawn by *Printers' Ink*, is not only logical but natural. There could be none other.

#### TRAINING FOR FOREIGN TRADE.

"The greatest need in each and every line of business in the United States today is the need of trained men. This is especially true of foreign trade," declared Dr. Edward Ewing Pratt recently at New Orleans in an address before the Foreign Trade Conference on the subject of educating men for foreign trade. Dr. Pratt is chief of the Bureau of Foreign and Domestic Commerce, and honorary vice-president of the Foreign Trade Conference. "I have canvassed the men at the head of many of our largest and most active business establishments," he said, "and they invariably reply that they cannot find trained men for foreign trade."

Dr. Pratt called attention to the recognized lack of properly trained men in this country for carrying on our rapidly increasing trade with foreign countries. Then, having established the present necessity for such men, he took up in order the qualifications they should have. Resourcefulness, adaptability, and diplomacy, he said, are even more important in foreign trade than at home.

#### NET WEIGHT RULES AMENDED.

A modification of the regulations for marking the weight or measure of the contents of food packages has been announced by the United States Department of Agriculture in Food Inspection Decision 163. This permits the use of fractions in indicating weight and measure when there exists a definite trade custom for their use. Under previous rulings a package containing one-half gallon should be marked as two quarts, but now it may be marked as one-half gallon. The decision permits the use of the metric system in marking food packages, when this system is preferred, and specifies the terms in which weight or measure should be stated when the metric system is used. Details will be found in our "Food and Drug Notes."

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal monthly.

#### OUR ADVERTISERS—XIV.

FRITZSCHE BROTHERS.

82-84 Beekman Street, New York, N. Y.  
Distillers of Essential Oils.

THE AMERICAN PERFUMER,

80 Maiden Lane, New York City.

Dear Sirs: We are pleased to state that we are well satisfied with the results obtained from our advertisement in THE AMERICAN PERFUMER. We have received a considerable number of inquiries that we could directly trace to this advertisement, which we therefore consider as quite efficient.

Very truly yours,  
FRITZSCHE BROTHERS.

#### TRADE OUTLOOK FOR FEBRUARY

Roger W. Babson, the noted statistical and trade expert, in his February Outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

"Fundamental statistics unquestionably point to continued business prosperity, with lower security prices. Bank clearings during January outstripped all former records by several billions of dollars. These tremendous total figures are the result of substantial increases in the clearings of all sections, showing that the whole country has contributed to the great business improvement.

"The large amount of new building is another sign of the times. Factory construction has so far made the greatest proportional increase, but the coming spring should see a large portion of the winter's profits turned into new residences, together with an increased demand for small dwelling houses. Hence, as soon as the weather opens there should be a heavy volume of new building, with rising real estate values.

"Every effort should be made to increase the efficiency of factory plants, and to avoid such outlays of capital as will cause them to become over-extended. Moreover, after the war-order rush is over, don't forget that there will be excellent bargains in factory property and equipment.

"The wage advances which labor is demanding and getting are an unmistakable index of the present business prosperity. The supply of labor, at any price, may become a serious problem in many lines. Although the shortage in immigration is only one factor, it must not be forgotten. This applies especially to unskilled male labor, for it is this class which is being most depleted by the war." Employers should look carefully to their labor supply during the coming months, adopting plans of profit sharing and such other methods as their individual needs require.

"Commodity prices have again made a new record, Bradstreet's Index, having touched \$109.163. For the most part these prices are due to tremendous demand and therefore are another indicator of business activity. Some of the largest gains are being made in the basic industrial commodities. So far there is little evidence that these high prices have diminished the demand for goods, and a further advance in many industrial commodities should be witnessed during the next few months.

"The failure situation is encouraging. Liabilities of failure in December were the smallest for that month since 1912, and the January figures promise to make another good showing. Although credit men must, of course, be on their guard, but there is promise of a great improvement in credits.

"Much has been said about exports, which are now running a third above last year's heavy figures, but imports are also playing an important part in the industrial situation. Although imports of manufactured articles are less than two-thirds those of peace times, an enormous increase in receipts of raw materials has taken place, so that the total shipments to the United States are now nearly the largest on record.

"In other words, United States manufacturers are doing

a great proportion of the work formerly done in Europe, and as long as the war lasts, this factor should continue to give a great impulse to American industry.

"An increase of more than \$360,000,000 in the amount of money in circulation in this country has taken place during the last year! Figures show that this is equal to nearly \$3 additional for every person in the United States. This is the explanation of the present phenomenally low money rates and, to some extent, of the unprecedented rise in commodity prices.

"It is hard for those who are not students of fundamental conditions to sell stocks while all of the trade indicators are so favorable, but history shows clearly that this is the thing to do. In the prosperity area the railroad stocks touched their high point in November, 1909, and turned downward sharply, although railroad earnings throughout 1910 were much better than in 1909.

"In 1906 the steel stocks reached their high point six months before the earnings of the steel companies reached their maximum, and a similar sequence is also true of the copper shares. In other previous periods of prosperity and in other lines of industry the same fact is found; namely, that stock prices are based on the anticipation of earnings, rather than on their actual accomplishment.

"Long-term, non-convertible bonds are still at low levels, although at the close of 1915 they sustained a considerable rally, due largely to buying on the part of the national banks. Reports of the Comptroller show that between September 2 and November 10, bond holdings of the national banks increased by nearly \$125,000,000. Even with this impulse, however, bond prices are still much depressed.

"Everything looks auspicious for a fine mercantile business this spring. The student of fundamental conditions is the one who will be most successful in 1916. We especially urge merchants and manufacturers not to become over-extended. For instance, are not many commodities now getting into a dangerous, high-priced zone?"

#### PERFUMES IN THE LOWER ALPS.

Some interesting details regarding the perfumery industry in the Alpes-Maritimes are given in a report just received here of the work of the Chamber of Commerce of Nice during the year 1914. The report says in part:

The perfume industry comprises seventy factories, which are located at Grasse, Cannes, le Cannet, Golfe-Juan, Valauris, Nice and Antibes.

The center of the perfume industry is Grasse, where are found at least one-half of these factories and where some of the most important firms have their headquarters.

These factories are nearly all engaged in the manufacture of the various prime constituents or raw materials of perfume. Some, however, make only distillations from flowers and from the products of the country.

The personnel of these factories varies according to seasons and according to the importance of the harvests. These may be estimated at 2,300 or 2,400 workmen and employees.

Italian workmen constitute two-thirds of this personnel. The majority of them are found in the district from generation to generation and often become landed proprietors and have children, who, some of them, adopt French nationality by rendering their military service in France. Women form a considerable proportion of the personnel of these factories.

The annual value of the output of the perfume industry is about \$6,000,000. Of this figure Grasse alone furnishes at least \$4,000,000.

Some of the product is consumed in France, but more than two-thirds is exported to all parts of the world.

The Department of Alpes-Maritimes furnishes the greater part of the natural raw material. It supplies this also to other parts of France. But it may be said further that all the colonies and also a great number of regions of the several continents supply material in considerable proportions.

The trade in the raw materials of perfumery could be more prosperous, but Switzerland and Germany make serious competition with their artificial perfumes, the use of which has become more and more common.

#### PEPPERMINT AND SPEARMINT.

The annual production of peppermint and spearmint oil in the United States is estimated by the Department of Agriculture at about 250,000 pounds out of a total production throughout the world of about 600,000 pounds. Practically all of this oil is produced in Michigan, Indiana and New York, a little less than 25,000 acres being planted to mint in these States. There are, however, other localities in which the industry could be profitably developed.

On the muck lands of southern Michigan and northern Indiana where mint culture has become highly specialized, the cost of establishing an acre of new mint and caring for it during the first season, is placed at about \$30. In subsequent years the cost per acre would be about \$15. These estimates do not make any allowance for fertilizers, taxes, interest on the land, equipment, superintendence, and other overhead charges of this character. In Wayne County, New York, where mint is cultivated on uplands, the cost of preparing the land is somewhat less but the tillage costs, on the other hand, are higher because of the greater quantity of hand labor required. The industry in the New York district, however, appears to be declining in extent. It is now carried on in rather a small way, chiefly by co-operation between land owners and practical mint growers. In Michigan and Indiana, on the other hand, many of the growers have invested considerable capital in the business and have provided themselves with an equipment which enables them to handle the product in an economical manner.

The yield of oil per acre varies widely, ranging from almost nothing to nearly 100 pounds. About 325 pounds of peppermint and 340 pounds of spearmint are required to produce a pound of oil in commercial practice. The price varies as widely as the yield.

In Michigan and Indiana the large plantations have of late years installed their own distilling plants, many of which are elaborate and expensive. For growers who do not have their own distilling plants, the customary charge for distilling oil is 25 cents a pound.

Both peppermint and spearmint thrive best in deep soils which are rich in humus and retentive of moisture but fairly open in texture and well drained. They may also be grown successfully in well prepared upland soils, such as those suitable for corn or potatoes. The area selected should be summer fallowed for one or two years before the mint is set out, or else it should be cropped with some plant that requires clean and frequent tillage.

The tillage is also continued as long as possible during the growth of the crop, for successful mint growing implies clean culture at all stages of progress. The crop is cut at the time of full bloom which, with new plantings, is usually early in September. It is as a rule allowed to dry partially in the field before being hauled to the still. Laboratory experiments show that this results in an appreciable loss of oil, but the loss is not regarded by growers as sufficient to offset the increased cost of handling and distilling the green herb. Exposure to frost, however, must be avoided, as frozen mint yields scarcely one-half of the quantity of oil which could otherwise be secured.

Nitrate of soda, applied at the rate of 50 to 150 pounds to the acre, and potash have been widely used as fertilizers to stimulate the growth of mint, and potash is particularly useful against a form of chlorosis, due, apparently, to too much water in the soil. On the other hand, ground bone, acid phosphate, and lime do not seem to be of marked benefit. Few diseases and pests trouble peppermint, and spearmint is practically free from them all. During very wet seasons a rust fungus sometimes appears, and crickets, grasshoppers and caterpillars may always do some damage. On suitable soil and with proper cultivation, yields of from 2 to 3 tons of mint herb per acre may be expected.

As has already been said, however, the yield of oil is extremely variable and large yields can only be expected from fields that are in the best possible condition. A fair average for well managed commercial plantings may be said to be 30 pounds of oil per acre. Since the oil is the chief marketable product, adequate distilling facilities and a market for the oil are essential to success in the industry and the prospective mint grower should assure himself on these points before investing capital in plantations.

## THE MANUFACTURE OF SYNTHETIC PERFUMES ASSURED BY FRENCH INDUSTRY

A Public Lecture, under the auspices of the Society for the Encouragement of National Industries, delivered by M. Justin Dupont.

### FIRST INSTALLMENT

The industry to which I propose to introduce you today has as its object the production by chemical synthesis of compounds endowed with perfumes both sweet and intense.

These "synthetic perfumes" are not intended for public consumption; they are the prime materials at the disposal of an artist: the perfumer. Blended with natural perfumes drawn both from the vegetable and the animal kingdom they enter into innumerable products of the perfume industry; fragrant extracts, toilet waters, lotions, scented soaps, face powders, cosmetics, dentifrices, etc. Certain among them are specially adapted for flavoring articles of food, notably vanillin, of which considerable quantities are employed in the making of biscuits, chocolates and confectionery in general.

Before going further, I wish to correct an error propagated by certain articles in the public press. The abstracting of scientific matter for the daily newspapers is frequently hasty and superficial. Since the war, and even before, one finds synthetic perfumes characterized as "German trash." This is a twofold error. First, the perfumes in question are not of necessity of German invention, for many of them have been discovered in France. Further, they are neither coarse nor common. If certain of them are distinguished by a strength of odor verging on the crude, a crudeness which it is possible to tone down, many others possess an extreme delicacy which perfumers, masters of their art, have deemed worthy to enter into their most elegant creations. As is the case with her elder sister, the coal-tar color industry, synthetic perfumery has developed with the progress of chemical research.

It has profited by the accumulated scientific development of the past 40 years. Forty years ago, they knew how to reproduce artificially essence of bitter almonds (benzaldehyde), and oil of wintergreen (methyl salicylate), French discoveries, due the one to Grimaux and Lauth, the other to Cahours. Several aromatic fruit esters had been prepared, but that was all. Today, not only have numerous natural perfumes been reproduced and prepared synthetically on an industrial scale, but many chemical compounds have been discovered which enable the perfumer to imitate with extraordinary fidelity and intensity, perfumes such as those of heliotrope, lily of the valley, lilac and cyclamen, the extraction of which from the natural flowers has up to the present been found impossible.

During the last few years, moreover, thanks to new methods of working elaborated by our scientists, there has sprung up a rich harvest of discoveries that has rendered this branch of work one of the most attractive and withal one of the most prosperous activities of chemical industry. These discoveries have at times seen the light in purely scientific laboratories, but more often in those attached to chemical works. Let me here proclaim most emphatically that all these discoveries proceed from an identical source, chemical science, of which chemical in-

dustry can never be but a vassal, though attached by the closest of bonds.

Let us now take a rapid survey of the chief synthetic perfumes and the methods of their preparation.

First, what outlets are open to the manufacturer. They are numerous and daily increasing. I do not exaggerate when I say that the introduction of synthetic perfumes has had its share, a modest one, perhaps, in our social progress.

It has resulted in an enormously increased consumption of perfumery, and an extension of the use of a luxury, hitherto reserved to the privileged classes. Further, the development of the use of perfumes goes hand in hand with the practice of personal hygiene. Chemically made perfumes, putting at the disposal of the perfumer substances of great odor value at moderate cost, permit the elaboration of articles at such reduced prices that a new *clientèle* has immediately sprung up. Parallel with this, another fortunate state of affairs has arisen; the consumption of natural perfumes has increased, for synthetics do not supplant but ally themselves with them, either to fortify them or to produce new blends.

In any case synthetics are not employed alone, for, so to speak, they strike a single definite note, and do not constitute a harmony. To this general rule, however, there is one important exception, the employment of synthetic vanillin in articles of food. Vanillin is used by itself to flavor biscuits, chocolate sweets and liqueurs.

It is, moreover, a striking example of what I said a moment ago. Its discovery has permitted the manufacture quite cheaply of vanilla-flavored articles, which the high price of vanilla beans had up to then made expensive luxuries. No one denies that between vanilla products and vanillin products there is a difference in delicacy, but this difference is trifling in comparison to that existing between the prices of the natural and the synthetic flavoring.

What are the chief countries consuming synthetic perfumes? First there is France. French perfumery—or, to be more precise, Parisian—continues to reign unopposed on all foreign markets. Among all our luxurious industries, perfumery is the one of which we are most justly proud. Old marks, with a century-old reputation, have maintained and improved their preponderant position. Others have more recently appeared, and rapidly attained an enviable place in the sun.

In the commercial statistics of this important French perfumery industry, home consumption is represented by a comparatively small figure. We are chiefly exporters of the dear, high-class article. In many foreign countries have been installed factories, producing goods for ordinary sale, certain of which have developed considerably.

England produces not only for consumption in the United Kingdom, but also for that of her vast colonial empire. Her trade in toilet soaps is enormous. Russia, with her population of 170 millions, with stupendous agricultural and mineral wealth, offers a commercial field still



scarcely touched, which several factories, chiefly in Moscow, are busily exploiting. It is gratifying to be able to say here that the most important of these works are of French origin, and are to this day controlled by Frenchmen. Their prosperity is increasing with extraordinary rapidity, though the movement has barely begun. Germany can boast of many great factories producing very cheap perfumery, both for the home market and for certain markets in the Far East. America's activity in this domain is not less than that of the Old World. The United States possess in New York, Chicago, Buffalo, and Cincinnati some very important perfumery factories. Those in Chicago belong to the powerful companies engaged in the meat-packing trade, which turn all their waste fats into toilet soaps. This activity opens up to European manufacturers of synthetic perfumery a market of the highest interest, in spite of the customs duties imposed upon these products when they enter American ports. Canada—M. de Voltaire's "few acres of snow"—an immense country whose phenomenal development surpasses imagination, becomes daily a more important purchaser of French products.

Latin America, while still remaining one of the best clients of Paris for high-class goods, develops equally her own production of perfumery products. The Argentine Republic, Brazil and Chili, in particular, are substantial buyers of European-made prime materials. Finally, a market scarcely yet opened is bringing us a new element of prosperity—Asia. In British India are installed several perfumery and soap factories.

Japan, thanks to the activity and enterprising spirit of her people, sees her perfume industry growing rapidly, having at her doors to absorb her products, China, a new market and one of almost limitless capacity, with a population of over 400 million. Up to the present all these consumers of synthetic perfumery are dependent upon the factories of France, Germany, Switzerland and Holland. Counting up these factories one finds there are about eight in France, 12 in Germany, four in Switzerland, and two in Holland. To complete the list we must add certain English factories successfully engaged in producing fruit-flavoring essences.

Needless to say, all these enterprises are not of equal importance. Among the German houses, the greater part do not specialize in synthetic perfumes; they manufacture at the same time, coloring matters, pharmaceutical products, and natural essences. The synthetic perfume branch in these cases is merely an adjunct. This is not surprising, for the prime materials, plant and, up to a certain point, the methods of work are identical.

Competition, we know, is keen. What share have we in it? As regards home consumption, if it be not easy to learn how much we buy from French firms, official figures tell us exactly what we buy from abroad. Synthetic perfumes occupy a special heading in the Customs Tariff, and are subject to an *ad valorem* duty of 25 per cent., general tariff and a minimum of 15 per cent. The control of their entry into France is easy, and one may accept as exact the import statistics given by the trade tables.

The following are the figures for the last three years:

IMPORTS.	
1912.....(francs)	1,424,000
1913.....	1,429,000
1914.....	742,000

The variation observed for 1914 is explained in part by the cessation of importation from Germany since August 1, and partly by the enforced slackness of business during the latter half of the year.

If we examine the figures given by the same document for our exportations, one cannot help a feeling of dismay. These are the figures:

EXPORTS.	
	Francs.
1912.....	192,000
1913.....	165,000

These figures will not bear examination; undoubtedly, though official, they are inexact. The most modest of our French factories alone would turn out much more than the annual amount indicated as being the sum total of our industry. It is easy enough for a Frenchman to revile the Administration which publishes figures so grossly wrong, but investigation shows that the blame rests, not upon the Administration, but upon those most concerned, the exporters themselves. The department responsible for drawing up these statistics can only report upon the declarations made by the exporters to the carrying companies. It is compelled to conform to a precise code and can only return as "synthetic perfumes" goods which are expressly declared under this description. Then again—I am speaking from personal experience—senders either through negligence, or compelled by instructions of the consignee, seldom use the designation "Synthetic perfumes," but usually more vague descriptions such as "prime materials for perfumery," "chemical products for perfumery," or even just "chemical products" or "perfumery." Such consignments find themselves registered in classes other than synthetic perfumes, and erroneous figures so returned receive the confirmation of the Ministry of Commerce.

There is really no grievance. It is the business of the manufacturers themselves to put an end to a state of affairs which is prejudicial to them, in that it reduces in the eyes of the foreigner, in an official document, the magnitude of our trade.

Another equally fruitful source of error lies in the practice of lumping all "postal parcels" in our statistics. This method of sending being much employed for synthetic perfumes, goods which have a great value for a small weight, makes a serious deficiency in the statistics. Though I have no solid basis for calculation, I estimate that one might multiply by 25 or 30 the mean official figures and still be well within the truth.

With regard to French manufacturers abroad, one often notices their objection to putting themselves out, their inaptitude in getting at the requirements of their clients, and their grudging attention to the carrying out of such wishes. I am not in a position to say whether or no these reproaches are deserved in other industries, but I can say without hesitation that to French manufacturers of synthetic perfumery no such charges can be laid.

Besides, their task in this matter is easy in the extreme. They have not to deal with a great public, but just a few hundred customers, themselves engaged in the industry and knowing exactly what they want. We can say honestly that as regards business organization we have nothing to learn from the foreigner. Does the same apply in technical matters?

(To be continued.)



## COLORS FOR FATS AND SOAPS

By STANISLAUS LJUBOWSKI\*

[The use of aniline dyestuffs, as far as their importance in the manufacture of cosmetics, colored substances of a fatty or oily nature is concerned, is often an important factor to the success or failure of the finished product. The following article, while somewhat technical in nature, gives a brief, comprehensive review of the aniline colors suitable for the coloring of articles manufactured from animal, vegetable or mineral fats, oils and waxes. Some or all of these fats, oils and waxes are used by many perfumers in the manufacture of various products as cold creams, brilliantines, solid perfumes, salves, lotions, etc. They, furthermore, enter into the manufacture of shoe polishes, candles and other fat and wax products. To those interested in the use of aniline colors and their manipulation in the manufacture of such products this article gives the desired information.—EXCHANGE EDITOR.]

Under this designation we distinguish a number of coal tar dyes which, differing from those soluble in water or spirits, are soluble in all kinds of fat or wax, in oils as well as in volatile fat solvents. If this title is not quite correct, I have nevertheless retained it, because it is generally employed. We speak, for instance, of fat-black, fat-brown, fat-orange, etc., and only in rare instances of black, brown, orange and other fat-soluble tar colors.

Before tar colors soluble in fat were known, for the then comparatively rarely made colored wax and fatty products, such as wax flowers, wax-candle decorations, hair oils and pomades, either vegetable coloring substance or the mineral colors were used. For red color alkanet root, safflower, paprika shells or dragon's blood were used; for yellow pulverized curcuma root, the quercitron and saffron; for orange a mixture of both; for green coloring indigo-carmine; for violet or purple a mixture of this with safflower. For brown color Cassel brown or genuine umber, for black the carbon colors. How laborious and with what loss of material the coloring process was connected may be shown by two typical instances.

**Coloring Ceresin Yellow.**—The earth-wax, refined by means of sulphuric acid, was digested, in a liquid condition for at least an hour, with 5 to 10 per cent. of ground curcuma root, then strained through close woven linen. There was thus obtained a dull yellow product, smelling somewhat of the coloring medium.

**Coloring Wax Brown.**—From 2 parts cassel brown, 1 part potash and 6 parts of water, a decoction was made by boiling which was added to 100 parts of melted wax. The mass then had to be evaporated until all moisture had disappeared from it.

The coloring of oils was effected by allowing the oil to stand for several days, principally on the alkanna root, in a warm place.

After aniline colors soluble in spirit and water became known, they were used occasionally for coloring wax. They were dissolved in the solvent selected, the solution added to the melted wax and the solvent completely evaporated off again.

That a few of the old, naturally occurring fat coloring substances have been retained, especially for the coloring of cosmetics and articles of food, to the present day and new ones added to them, is sufficiently well known. I may merely mention the color oils prepared with the aid of alkannin or annatto, chlorophyll and the vegetable butter colors. In their use, the old and not always unwarranted prejudice discriminated against the lack of light fastness and the poisonous character of the tar colors is a factor.

The discovery of the coal tar dyes ranks as one of the greatest achievements of modern chemistry. The tar, obtained in the manufacture of gas from coal, was formerly discharged into the rivers as a worthless residuum. It is just a hundred years since *Accum* subjected the tar to distillation and proposed the use of the resultant volatile fluid—mineral oil—as a substitute for turpentine. The coal tar constituents were not subjected to closer examination until *Runge* observed that when aniline was brought into contact with chloride of lime, a bluish purple color resulted.

The first technically useful tar color substance was made in 1857 by a pupil of A. W. V. Hoffmann, the 17-year-old Englishman *Perkin*, who oxidized aniline oil by means of bichromate of potassium and sulphuric acid, and it was called after him, *Perkin's violet* or mauve. Soon afterwards, in quick succession, followed the discovery of fuchsine (*Verguin*, 1859), methyl violet (1861), aniline blue (1862), Hoffmann's violet (1863), resuvin (1863), and the same year aniline black, Martin's yellow (1866), magdala red (1868), at the same time the discovery of alizarin, and thirty years later of artificial indigo.

The most important tar constituents for the production of tar colors are benzol and its homologues, naphthalene, phenol and anthracene.

From benzol, toluol and possibly also from xylol are obtained, by nitration, the nitro-benzol, nitro-toluols or nitro-xylols, which in the presence of the most finely divided metal, such as iron, zinc and copper, are reduced to aniline oils which are an important basic product for a large number of the azo, azin and quinoline colors.

By saturating the aniline oils with hydrochloric acid, aniline hydrochloride is formed, which, with methyl alcohol, yields the methyl aniline derivatives, mono methyl aniline, di- and tri-methyl aniline. In the same manner the ethyl-aniline derivatives are obtained.

On the treatment of benzol with concentrated or fuming sulphuric acid, sulphonic acids are formed, of which the benzol-m-disulphonic acid forms the fundamental material for the resorcin colors.

By the same method of treatment are formed the A and B naphthalinmonosulphonic acids, which, by melting with alkalis are transformed into the very important naphthols and phenols.

By other methods of treatment, as by hydrolysis, amidization, oxydation, reduction or condensation, other intermediate products are formed, or coloring substances, such as the alkyl and dialkyl aromatic amines, benzidines, nitrosobenzols, thiophenols and others.

The tar colors obtained from these and existing starting

\*Seifensieder Ztg. (1915), Nos. 37, 38, 39 and 40.

and intermediate products, by means of suitable further treatment, are divided, according to their chemical constitution, into the following ten groups: 1. Nitro and nitroso color. 2. Azo colors. 3. Di- and tri-phenylmethane color. 4. Xanthate colors. 5. Anthracene color. 6. Azine, thiazines and oxazines. 7. Sulphur colors. 9. Quinoline and acridin colors. 10. Indigo colors.

Apart from this mere theoretical classification, the tar colors are subjected to a further grouping, according to their utilization, their physical properties as well as their relation to other substances. They are divided into water-soluble, spirit-soluble, *fat-soluble*, and into acid, basic, substantive and mordant colors as well as colors for wool, half-wool, cotton, soaps, varnish pigments, etc. For the purposes of this treatise, the *fat-soluble* color substances only are of interest to us.

The *fat-soluble* colors are obtainable commercially in three forms, as amorphous powder, in fragments, and as a viscid oily fluid. They are consequently to be divided into two subordinate groups: 1. The powdered *fat* colors representing the pure tar colors with the addition of filling materials, and 2, the fragmentary and fluid *fat* colors, which are fatty acid salts of tar colors.

To the first subordinate group of coloring substances belong some of the azo colors soluble in *fat* substances, such as ponceau red, the sudan coloring substances and a number of the kinds commercially known as *fat* yellow, *fat* red, *fat* orange, the quinoline yellow of the quinoline group, etc. They may be classed with the acid colors; they are directly soluble in all *fat*, wax and rosin varieties, as well as in their solvents, except the cuprous green and blue color are soluble in spirit. They resist the action of weakly alkaline substances and fluids, some of them, like quinolin yellow, even is not acted upon by lime. They do not enter into combination with tannic acid. The pulverized *fat* colors are distinguished from those of the second subordinate group by incomparably greater coloring capacity so that for this reason, to make them easier to manage, that is to say, more conveniently and accurately proportionable, probably also to cheapen them, they are loaded or extended up to 50 to 80 per cent. with neutral substances. In the choice of the filling material thus employed, very often but little regard is displayed as to its solubility in *fat*. It is consequently separated from the colored substance as an impurity, or in the case of careless work, remains incorporated in the solid *fat* and in the wax products. As to their additional properties, as well as in regard to methods of coloring, further reference will be made later.

The *fat* colors of the second subordinate group are color bases, combined with fatty acids, therefore fatty-acid tar color salts.

The color bases are, it is true, complete dyestuffs; they dissolve more or less readily in alcohol; are, however, soluble neither in water or in fatty-acid-glycerides nor in wax alcohols. To effect their solution, it is only necessary to bring them together with suitable acids, or to use the latter as a solvent.

To more fully explain the foregoing remarks, I will present an example: If the auramin base—a diphenylmethane derivative—is shaken up with water, it remains on the surface, in an unchanged condition; if, however, we add some hydrochloric acid, it dissolves, combining with the hydrochloric acid to form a hydrochloride soluble in water. To obtain the water-soluble color in solid form, we can salt out the solution by the aid of common salt, or neutralize the excess acid by means of soda and evaporate to dryness. If in place of the hydrochloric acid we use fatty acid or

resinic acid for solution and aid the process by heating to about 70 degs. to 80 degs. C., the auramin base will combine with these acids, and we thus obtain, in contradistinction to the first-mentioned form of combination, auramin that is soluble in *fat*.

According to this fundamental principle, all basic water-soluble color substances, as well as all *fat* colors, are produced in pieces and in liquid form, only that with the former not only hydrochloric acid but also other acids of dissimilar concentration must be included.

The number of color bases that find employment in the production of *fat* colors is relatively small, in comparison with the water-soluble dyestuffs. The reason for this is to be sought first in the smaller consumption, on the other hand, in the fact that in the *fat* or wax products, no such color variations are required as is the case in textile fibre goods or paint pigments. In addition, of the yellow, red and orange powdered *fat* colors there are quite a number that may be used in forming tints.

The most-used and best-known *fat* color bases are the following:

1. Black base = the indulin and nigrosin base from the group of the azin color; they form a brown-black to pure black or blue-black powder.

2. Blue base = Victoria blue base, a triphenylmethane color, like the following, is a finely-communited reddish-brown color.

3. Violet base = Methyl violet base, a dark violet powder.

4. Green base = Melachite green base, a dirty cherry-red powder.

5. Red base = Fuchsin base, a derivative of the triamido-triphenyl-methane, a dark bordeaux red powder.

6. Yellow base *a* = Auramin base, a diphenyl methane derivative in the form of a light, pale yellow powder. Yellow base *b* = Diamidophenylazobenzol base, a powder of chrome-active like color.

7. Orange base = Chrysoidin base, a monoazo-color, a reddish brown to reddish gray powder.

8. Brown base = Vesuvius base, a diazo-color, in the form of a grayish-brown powder.

Of special importance to us are particularly the black bases, so that we will therefore devote to them a few extra lines:

The indulin and nigrosin bases belong, as already stated, to the azin color group. Included in the azin colors we recognize fusion products of the amido azo-colors with primary amines, as with aniline, toluidine, the relatives and derivatives of which are divided into several classes of which safranin and induline possess the greatest technical importance and useful value. If as amines, the pure benzol aniline oils (aniline oil for blue) are used, we obtain induline of the deepest blue; if an aniline oil containing toluol is used, the product turns out with a bluish red, red to brown shade. Such colors are then recognized as impure indulines, or as nigrosines. Where the line is to be drawn between the former and the latter is difficult to determine. Both the bluish-red shaded indulin bases, as well as the pure blue-shaded nigrosin bases, are to be found in the market. Not infrequently the indulin bases are delivered in place of the nigrosin bases.

The indulin bases, as compared with the nigrosin bases, are usually more actively colorant and less hygroscopic, consequently more readily soluble in fatty acids as a result. They are higher in price, as are also those of the blue-shaded nigrosine bases, than the red and brown shaded black bases.

(To be continued.)

## FLAVORING EXTRACT SECTION

### OFFICIAL REPORT OF THE FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Frank L. Beggs, of Newark, Ohio, president of the Flavoring Extract Manufacturers' Association, and Thomas E. Lannen, its attorney, issued Circular No. 38 the first of this month, giving timely information to the members of the organization.

Food Inspection Decision 164, relating to colors in foods and amending previous decisions on the subject, is quoted in full in the circular. It treats of shades of yellow, orange, red and blue. The decision adds 94 tartrazine to the list of yellow shades. It is pointed out in the circular that this concession was due to the persistent and intelligent efforts put forth by the association, acting through one of its former legislative committees.

Food Inspection Decision 159 also is quoted in full. This relates to the certification of mixtures containing coal tar colors. It requires a statement of the quantity or proportion of the certified dye used to be placed upon the label.

Legislation in Congress and in the state legislatures receives proper attention. Prohibition bills have been introduced and Attorney Lannen has indicated to the legislative committee objectionable provisions in some of them, insofar as they affect the flavoring extract industry. The importance of watching these bills is set forth in view of the attitude held towards the extract industry by food commissioners in some of the states that have gone "dry."

Correspondence is quoted with Food Commissioner W. J. Barney, of Iowa, in relation to the Iowa situation as to sub-standard extracts. The developments indicate that the commissioner will recede from his previous position and permit the sale of imitation extracts, provided that they are conspicuously labeled "artificial" or "imitation."

The prohibition agitation in Colorado in which some officials are contending against the sale of flavoring extracts which contain alcohol is the subject of an unfinished correspondence between Attorney Lannen and the Colorado Attorney General.

#### EXECUTIVE COMMITTEE MEETING.

A meeting of the Executive Committee of the Flavoring Extract Manufacturers' Association was held at the Raleigh Hotel in Washington, D. C., on February 8, with the following members present:

Frank L. Beggs, Newark, Ohio, president; C. F. Sauer, Richmond, Va., first vice-president; T. W. Carman, Springfield, Mass., second vice-president; J. O. Schlotterbeck, Ann Arbor, Mich., third vice-president; F. P. Beers, Earlville, N. Y., secretary; Gordon M. Day, Milwaukee, Wis., treasurer; Samuel H. Baer, St. Louis; F. A. Ross, Charlestown, Mass.; R. H. Bond, of Baltimore, and Thomas E. Lannen, Chicago. S. J. Sherer, of Chicago, also was present.

The report of the secretary showed the financial condition to be the best in the association's history.

The research committee reported that satisfactory progress is being made in research work on citrus oils.

The resignation of Geo. H. Hurd of Thompson Taylor Co., of Chicago, as a member of the Executive Committee was received and accepted. Mr. Hurd's resignation was due to ill health and inability to attend the sessions. R. H. Bond, of McCormick & Co., Baltimore, was elected to fill the vacancy.

The Executive Committee passed a resolution, authorizing the introduction of a bill in Congress, asking for a half tax or 55c. per proof gallon on alcohol used in manufacturing of flavoring extracts.

Mr. Day, Chairman of the membership committee, reported six new applications for membership, all of which were duly elected. They are as follows:

The Widler Company, Chicago.  
Jewel Tea Company, Chicago.  
August Giese & Son, New York.  
Arbuckle Brothers, Chicago.  
Ross W. Weir & Co., New York.  
Davis Mfg. Co., Jellico, Tenn.

Invitations for holding the next National Convention were received from various cities from Maine to California. Atlantic City was finally selected as the place for holding the next annual meeting, some time in June, the exact dates to be fixed or decided upon later on.

A resolution was passed to the effect that all new applications for active membership, accompanied by \$25, received before the next annual meeting, would be accepted as full payment of dues to June, 1917.

It was also resolved that if standards for food products are to be fixed, that, the Executive Committee of the association goes on record to the effect that such standards should be fixed either by Congress, or a disinterested Commission to be appointed by Congress, or by the President of the United States, and then only after the food manufacturers have been accorded a full hearing as to what are proper standards.

It was also resolved to petition the United States Food officials, to extend the time for using up labels now on hand bearing serial number guarantees, until May 1, 1917.

The next meeting of the Executive Committee will be held in May.

### PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

#### Modifies Marking of Food Packages.

A modification of the regulations for marking the weight or measure of the contents of food packages has been announced by the Department of Agriculture under the Pure Food Law. This decision allows the use of fractions in indicating weight and measure when there exists a definite trade custom for their use. Under previous rulings a package containing one-half gallon should be marked as two quarts, but now it may be marked as one-half gallon. This decision permits the trade to follow in this respect established customs of



marking, if the marking is plain and conspicuous and in no way misleading to the consumer.

The decision permits the use of the metric system in marking food packages, when this system is preferred, and specifies the terms in which weight or measure should be stated when the metric system is used. The decision follows:

"Regulations 29 of the rules and regulations for the enforcement of the Food and Drugs Act is hereby amended by striking out paragraphs (d) and (e) and substituting therefor the following:

"(d) If the quantity of the contents be stated by weight or measure, it shall be marked in terms of the largest unit contained in the package, except that, in the case of an article with respect to which there exists a definite trade custom for marking the quantity of the article in terms of fractional parts of larger units, it may be so marked in accordance with the custom. Common fractions shall be reduced to their lowest terms; decimal fractions shall be preceded by zero and shall be carried out to not more than two places.

"(e) Statements of weight shall be in terms of avoirdupois pounds and ounces; statements of liquid measure shall be in terms of the United States gallon of 231 cubic inches and its customary subdivisions, i. e., in gallons, quarts, pints, or fluid ounces, and shall express the volume of the liquid at 68 degrees F. (20 degrees C.); and statements of dry measure shall be in terms of the United States standard bushel of 2,150.42 cubic inches and its customary subdivisions, i. e., in bushels, pecks, quarts, or pints; provided that statements of quantity may be in terms of metric weight or measure. Statements of metric weight should be in terms of kilograms or grams. Statements of metric measure should be in terms of liters or centi-liters. Other terms of metric weight or measure may be used if it appears that a definite trade custom exists for marking articles with such other terms and the articles are marked in accordance with the custom."

#### Food and Drugs Act Judgments.

There have been no notices of judgment by the Department of Agriculture in relation to flavoring extracts and allied products for some time. In the latest batch sent out by the Bureau of Chemistry there is only this one item, affecting a Chicago concern:

4050. Adulteration and misbranding of "prime vanilla extract"; plea of guilty; fined \$200 and costs.

#### May Use Tartrazine in Food.

A food inspection decision issued by the Department of Agriculture permits the use of tartrazine in coloring food products. Investigations have shown this color to be harmless and suitable for coloring foods. It is manufactured in large quantities in the United States. Seven other coal-tar dyes have been permitted in foods since the enactment of the Food and Drugs Act. Samples of all dyes certified by the manufacturers are examined in the Bureau of Chemistry and only such dyes permitted as are free from impurities and harmful substances.

#### Stringent Rules on Use of Coal-Tar Dyes.

A decision recently issued by the Department of Agriculture makes more stringent requirements in reference to the certification of coal-tar dyes when mixed with substances not coal-tar dyes. This decision provides that hereafter the manufacturer shall deposit with the Secretary of Agriculture a declaration that every package in which any such mixture is sold shall have a plain and conspicuous statement of the quantity or proportion of the certified dyes present in the mixture.

#### Food and Drugs Act Label Authority.

In an announcement made by the officials of the Department of Agriculture charged with the duty of enforcing the Food and Drugs Act attention is directed to the fact that the law confers no authority upon the Bureau of Chemistry to devise or suggest labels or to approve or criticize labels submitted by manufacturers or others. The officials outline what is done in order that the department may be helpful to the trades in

matters pertaining to labels. On this question they say:

"It frequently happens, however, that when decrees of condemnation and forfeiture have been entered in the seizure proceedings under section 10 of the Act the court directs delivery of the articles to the claimants upon condition that the articles shall not be sold or otherwise disposed of contrary to the provisions of the Food and Drugs Act or the laws of any State, Territory or insular possession. In such cases the United States attorneys frequently call for the advice of the Bureau in regard to labels submitted by the claimants, with the view of obtaining information as to the form of labeling which the claimants may adopt that will permit the articles to be sold without violating the conditions of the bond. It is the practice of the Bureau to comply with such requests. Excepting the labels of articles against which decrees of condemnation and forfeiture have been entered with the direction by the court that the goods may be released for relabeling upon the filing of satisfactory bonds, it is not the practice of the Bureau to approve or criticize revisions of labels on packages of foods or drugs or to criticize labels of articles involved in court proceedings.

"The Bureau publishes from time to time, in its service and regulatory announcements, general information regarding the labeling of food and drugs, and assists manufacturers and others who submit labels by directing attention to applicable provisions of the Food and Drugs Act and of the regulations and to applicable published opinions."

#### STATE.

##### New Preservative Bill in New York.

A very drastic measure recently introduced in the New York Legislature for the purpose of amending the Agricultural Law with reference to the sale of food containing coloring matter and preservatives is causing much antagonism in food circles.

The proposed act defines "a preservative" as any substance capable of being added to a food or beverage, or an ingredient thereof, for the purpose or result of concealing, hindering or preventing the natural change, decay or deterioration thereof, except alcohol and condiments such as salt, pepper, vinegar and the like.

The bill defines coloring matter as any substance capable of being added to a food or drink for the purpose or result of changing the appearance thereof, and manufacturers or dealers in preservatives or colors and merchants having colors or preservatives in their possession to be used in food or drink must keep special books of account concerning such preservatives.

A manufacturer or dealer in food containing coloring matter or preservatives must file a statement with the Commissioner of Agriculture, setting forth the name of each food or drink, his name and place of business, the trade name or designation under which the food or drink is sold, the trade name of the preservative or coloring matter, the qualitative and quantitative chemical composition of the preservative or coloring matter, the proportion of each such preservative or coloring matter in each article of food or drink, and shall thereafter amend or change the statements within one week after any change occurs in the facts.

Dealers are exempt from filing such statements if the label on the package contains a reproduction of the statement filed with the Commissioner by the manufacturer and the words "Registered in New York"; or if the manufacturer furnishes a written statement accompanying the original package and containing a reproduction of the statement filed with the Commissioner and certifying that the manufacturer has previously filed such statement as required by the proposed act.

Non-resident manufacturers must file with the Secretary of State a written authority to receive all notices and papers in connection with legal proceedings before they are authorized to file the statement with the Commissioner of Agriculture.

Dealers selling food containing coloring matter or



preservatives as defined in the proposed act must continuously maintain in the place of sale a sign or placard containing a reproduction of the statement filed with the Commissioner, to be in as many languages, not exceeding three, as the Commissioner requires. The Commissioner is authorized to further require the original and unbroken containers of food or drink, concerning which a statement must be filed, to contain a part or all of such statement.

No food or drink, save coffee, tea and cocoa, containing any habit forming drug except alcohol, shall be sold within the State.

The measure has been introduced in both Houses of the Legislature. Senate Bill No. 68 was introduced by Senator Hamilton and referred to the Senate Committee on Agriculture; Assembly Bill No. 20 was introduced by Assemblyman Fertig, and referred to the Assembly Committee on Agriculture.

#### New York Liquid Measure Ruling.

A favorable ruling on the application recently made by the Drug Trade Section of the New York Board of Trade and Transportation for official recognition of the validity of four-and-a-half-gallon measures for liquids in New York State, has just been received by that organization from the State Superintendent of Weights and Measures John F. Farrell, to whom this request was preferred by the section's secretary, after the New York city commissioner of weights and measures had declined to give official approval to this measure. The measure is legal, provided the container is plainly and conspicuously marked.

#### North Dakota.

Commissioner E. F. Ladd reports in the January bulletin of the North Dakota Experiment Station that his department recently has examined a number of samples of extract of lemon. Nearly all failed to show the alcoholic content, one omitted to show the measure claimed and several were short in measure. Three samples contained no lemon oil at all. One product had a misleading label.

#### Pennsylvania.

The labeling of soft drinks in Pennsylvania is taken up in his December bulletin by James Foust, commissioner. He says: "The labeling requirements of the Pennsylvania Soft Drinks Act of March 11, 1909, with respect to such products as are compounds, imitations or blends, have been a matter of debate in the trade. A recent decision by Judge King, in the case of Commonwealth vs. Bell and George, is to the point with regard to this matter. The goods were sold as Strawberry Pop, and the cap of the bottle bore the words Strawberry, artificially flavored and colored. The evidence showed that the beverage contained no strawberry, but was wholly an imitation.

"The defense plead that the goods being an imitation, were exempted from the provisions of the Act by the language of the third division of Section 4, of the Act. This provides, in substance, that if no added poisonous or deleterious substance is present, a non-alcoholic drink sold under its own distinctive name, and not an imitation of, or offered for sale under the name of another article; or plainly labeled, branded or tagged compound, imitation or blend, as the case may be, shall not be regarded as adulterated or misbranded.

"The learned judge said, in a decision upon motion for a new trial, 'It is difficult to understand how this proviso, and its several divisions, can operate to excuse the defendant. The article sold had no distinctive name. It was handed out as and for Strawberry Pop. . . . Upon the cork or stopper of the bottle were stamped the words, Strawberry, etc, in such a manner that it would seldom, if ever, attract the eye of the purchaser. . . . It is apparent that it was only a clumsy effort to deceive and to foist upon the buying public a spurious article in imitation only of the genuine Strawberry Pop.

"Likewise, the second decision of said proviso affords no excuse to these defendants. The article sold was not so labeled, branded or tagged as to plainly indicate it to be a compound, imitation or blend. The word Compound, Imitation or Blend did not appear anywhere, in any form,

upon the bottle or container. . . . The evidence and the law sustain the verdict of the jury.'

"The Dairy and Food Commissioner holds that all such non-alcoholic drinks as are compounds, imitations or blends, must, under the law, be plainly labeled, branded or tagged on the body of the bottle with the declaration of their nature prescribed by the Act."

#### To Test Wisconsin Benzoate Rules.

Curtice Bros. Co. of Rochester, has filed a petition asking for an injunction in Wisconsin restraining Pure Food Commissioner George J. Weigle, of that State, from enforcing the law prohibiting the sale of any food article containing benzoate of soda. The complaint declares that the Federal food law permits the use of the preservative and that, therefore, the State law is in direct contravention of the national pure food law, indicating that the fight will be made on the basis of the Federal law being paramount.

The company declares that its food products conform with the Food and Drugs Act of Congress, that benzoate of soda "is not poisonous or deleterious or harmful to health," as determined by decision of the Federal Department of Agriculture.

#### Dr. Barnard to Become an Editor.

The *Evening Mail* of this city has announced its intention to publish a twice-a-week food page, edited by Dr. Harry E. Barnard, State Food Commissioner of Indiana. Dr. Barnard recently said: "We shall not discuss food adulteration; there ain't no such animal. We are going to work on the assumption that 99 per cent of the food manufacturers and dealers are honest and that 99.9 per cent of the food supply is honestly and decently made and distributed."

#### Canada Warns Food Dealers.

Under date of Ottawa, January 24, the Canadian Department of Inland Revenue warns food dealers against violations of the Adulteration Act. Special reference is made to salad, olive and cottonseed oil products.

#### FOREIGN TRADE MARK NOTES.

CHILE.—A draft of a new trade mark law has recently been approved by the Chilean Senate and is reported as likely to be enacted. According to the proposed law, registration is to be compulsory for domestic marks and for such foreign marks as the Executive shall indicate. Registration of a mark gives exclusive right to its use, but if the mark is not used within three years the registration may be cancelled.

COLOMBIA.—By a recent Colombian decree the official fee for the registration of trade marks was increased from \$15 to \$25, while the publication charges were fixed at \$5. The stamp tax of \$20 remains in effect.

CUBA.—Manufacturers who contemplate entering the Cuban market may well consider in advance the position of their trade marks under the law of that country. The law provides that only those who are residents and taxpayers in Cuba may register trade marks. Foreign marks which have been registered in the country of origin, however, may be "deposited" and protected in the same manner as national trade marks. The procedure of registration is somewhat complicated, and those who attempt to save money by dispensing with the services of an attorney are likely to put some trade mark "pirate" on notice, and may find that the trade mark has meanwhile been locally registered.

ECUADOR.—A translation of the Ecuadorian trade mark law of 1908 has been received from the American consul general at Guayaquil, and will be loaned to those interested upon request at the United States Bureau of Foreign and Domestic Commerce.

UNION OF SOUTH AFRICA.—A bill proposing to consolidate and amend the laws relating to patents, designs, trade marks and copyright in the various provinces of the Union of South Africa was introduced in the Colonial Parliament on December 10, 1915, by the Minister of Justice. The most important provisions of the proposed law are those for the consolidation of the laws and for the establishment of central offices at Pretoria for registration and the issuance of patents.

## TRADE NOTES

We have the honor and pleasure of publishing the photograph of Miss Mary R. Cass, manager of the F. N. Burt Co., Ltd., Buffalo, N. Y. On February 3 Miss Cass completed 25 years of service with the F. N. Burt Co. She is one of the growing number of women of the country who have won, by sheer force of ability, commanding positions in the industrial world, and it is therefore fitting that we should pay tribute to her genius. The Editor has had the pleasure of Miss Cass' personal acquaintance for several years and joins with her associates in expressing a word or two concerning her very agreeable personality. Miss Cass is one of those rare individuals who combine ability, energy and persistence, all welded together and tempered by breadth of view, patience with the shortcomings and faults of others, and all graced with a wholesome ser of humor that enables her to view every situation in its proper perspective.



MISS MARY R. CASS.

The February issue of Burt's Box Bulletin is the Anniversary Number and is devoted entirely to Miss Cass. The contributed articles from various department heads and lesser members should give her a glow of just pride.

Miss Cass entered the employ of Mr. F. N. Burt in 1891, having been recently thereto graduated from high school. Mr. Burt's entire establishment at that time occupied but one floor at 457 Washington street, while at the present time there are three immense factories.

Let those who cavil at the growing strength of the fair sex in the industrial and political life of the nation stop for a moment to consider that in the kingdom of brains, there is no difference between the sexes, and that given a suitable opportunity the average young woman will, thanks to the fidelity and persistence of her sex, seldom fail to make a very good showing.

Mr. A. B. Calisher, of Calisher & Co., was recently the recipient of congratulations from his friends on the occasion of his 25th wedding anniversary.

In appreciation of a century of service to the trade by the house now styled Innis, Speiden & Co., Inc., successors to Innis & Co., New York, we present herewith a symposium showing the four present heads of this extensive business. Starting with desk room in 1816 in West street, between Barclay and Vesey streets, the house has made six changes, each to larger quarters. The last one was made in 1907 to 46 Cliff street, carrying the concern up to 1916.

It was just a trifle over one hundred years ago that Nathan Gifford began cutting dyewoods in the then small town of Poughkeepsie, N. Y. Hampered by lack of capital



GEORGE V. SHEFFIELD.



C. C. SPEIDEN.



MARION SPEIDEN.



E. K. SPEIDEN.

he applied to Aaron Innis, a leading merchant of the little town on the Hudson, and Mr. Innis went to his financial assistance, becoming a silent partner in Gifford's business. In 1840 Howland R. Sherman married the eldest daughter of Mr. Innis and became the active representative of his father-in-law, the firm style becoming Gifford & Sherman. Nine years later Mr. Sherman acquired the interest of Mr. Gifford, who retired.

In 1844, Aaron Innis having died, his eldest son George abandoned a college career and became chief salesman for the business, in which the Innis estate owned a controlling share. The firm style soon was changed to Gifford, Sherman & Innis. Howland Sherman died in 1858 and George

Innis acquired the sole ownership, continuing to hold it for 26 years, but without changing the title.

In 1885 the business was acquired by Hasbrouck Innis, only son of George Innis and his cousin, William R. Innis, son of Aaron Innis, Second. The name was changed then to Innis & Co., under which style it continued until 1904. In that year the name and good will were purchased by George V. Sheffield, who continued it until January, 1906. In the latter year in conjunction with C. C. Speiden and Marion Speiden, Mr. Sheffield formed a new partnership, which in March, 1906, was transformed into a corporation, the present Innis, Speiden & Co., Inc. Last year F. K. Speiden was taken into the company. Our pictures show these four gentlemen who now are the active heads of this venerable but up-to-date and thoroughly progressive house.

Mr. Edward V. Killeen of George Lueders & Company, New York, was the recipient of a handsome silver loving cup from his associates, and a beautiful silver vase from the employees of the Company on January 28, on which day he completed twenty-five years with his firm. A short address of presentation was made by Mr. J. Gundlich, who voiced the sentiments of the employees in his warm tribute to Mr. Killeen.

Mr. Killeen was compelled to put aside all thoughts of business for the day by the continued series of visits from his numerous friends in the trade who dropped in to pay their respects.

Mr. George Lueders at his home in Summit, New Jersey, made a personal presentation to Mr. Killeen of a very handsome pearl scarf pin in recognition of the event.

New Year's good wishes from Europe to us in were delayed through the uncertainties of the mails. Two that came too late for mention in our last issue are from Messrs. Drumez and Schaezter, proprietors of the Compagnie Morana, Zurich, and from the proprietors of Chuit, Naef & Co., successors to M. Naef & Co., Geneva. These messages from Switzerland are gratifying and thoroughly welcomed, even though the vicissitudes of a war in which the Swiss are not engaged caused a most aggravating delay. Our good wishes go back to our friends in the mountain republic.

From the parent house of Roure-Bertrand Fils, Grasse, France, also comes a New Year's greeting which was delayed in the mails.

From the Sociedad Anonima Monegal, Barcelona, Spain, also Xmas good wishes are received.

Charles L. Hirsch, doing business as Charles L. Hirsch & Co., manufacturer of druggists and grocers' specialties, at 585 Washington street, New York, has filed a petition in bankruptcy, with liabilities \$12,698 and assets \$2,562. He has been in business sixteen years.

Mr. Herman A. Metz and Mrs. Alice M. Norman were married at Stamford, Conn., on February 9. Mr. Metz formerly was Comptroller of New York City and Representative in Congress. He is prominent in the chemical industry. The bride has been treasurer

and manager of the Plexo Preparations, Inc., manufacturer of toilet articles in New York City.

The B. J. Johnson Soap Co., of Milwaukee, is making strong efforts to get a trade foothold in South America. Because of prohibitive duties on toilet articles it is difficult for an American concern to compete but the Johnson company is represented by Mr. A. M. Slack, who has had twenty years of selling experience in South America and is meeting with success in its early efforts to capture the trade. An agent is selling the company's soap in Argentine and in Uruguay, and a moving picture and periodical advertising campaign is being carried on in Argentine.

Eureka Talc Co., wholesale talc, 585 Washington street, New York City, has made an assignment to Rudolph A. Seligmann. The company was incorporated in December, 1911. Capital stock, \$5,000. Chas. L. Hirsh was president. He filed a petition in bankruptcy on February 3.

Dye Product and Chemical Co., Inc., of Newark, N. J., has begun manufacturing of dye products, making specialties of anilin oil and myrbane. The intention is to make other dyes and products and experiments are being made.

J. D. McCutchan Chemical Co., Fort Worth, Tex., has begun operations on a new factory building for the manufacture of extracts and toilet preparations.

Bon Ami Co., Wilmington, Del., capitalized at \$4,500,000 and engaged in the manufacture of soap compounds, chemicals, etc., has been authorized to do business under the laws of New York.

The price of glass bottles has been raised about 10 per cent. by the jobbers of the Louisville district, who assert that there is a severe shortage in manganese, which is needed to produce flint or white glass.

Mr. William Cooper Procter, president of the Procter & Gamble Co., Cincinnati, Ohio, has accepted an appointment as a member of a board of six experts in public and business efficiency. The board will assist the Ohio State Civil Service Commission in standardizing salaries, etc. The members serve without pay.

Mr. Edward Plaut, vice-president of Lehn & Fink, wholesale druggists, New York, was married on February 2 to Miss Edith Newman, daughter of Mr. J. J. Newman, of New Haven, Conn. The ceremony was performed by the Rev. Dr. Mann. The bridegroom is a son of the late Albert Plaut.

Plans are being carried out for the consolidation of Walker & Gibson of Albany and the Gibson Drug Co. of Rochester with C. W. Snow & Co. of Syracuse, three of the largest wholesale drug houses in the northern part of New York State. According to present plans, this consolidation will probably have a capitalization of at least \$1,000,000, which would represent a conservative figure on the value of the merchandise and business of the concerns. Mr. Gibson, who is head of Walker & Gibson, is also president of the National Wholesale Druggists' Association.

## THE AMERICAN PERFUMER

Newly Elected Officers of Chicago Perfumery, Soap and Extract Association.



WM. J. KELLEY.



JOHN BLOCKI.



GEO. F. MERRELL.



DR. GEO. H. REDMOND.



W. S. RAYBURN.



C. W. BROWN.



H. BARTOLD.



EDGAR A. WEBER.

The Perfumery, Soap and Extract Makers' Association of Chicago closed a very successful year, full of activities due to harmonious co-operation with manufacturing concerns, both East and West. The new year of 1916 has started in fully as well by a brilliant attendance and an increased membership.

At a meeting in January, the association elected as president Mr. John Blocki, as vice-president Mr. Wm. J. Kelley, as secretary and treasurer Dr. George H. Redmond. The Executive Committee consists of Mr. W. S. Rayburn, Mr. John Blocki, Mr. Edgar A. Weber, Mr. C. W. Brown, Mr. H. Bartold, Mr. George F. Merrell and Dr. George H. Redmond.

John D. Park & Sons Co., a Kentucky corporation, manufacturers of medicinal preparations at Cincinnati, on February 1 began a Sherman law anti-trust suit in the United States Court to recover treble damages of \$1,500,000 against the Charles N. Crittenton Co., Schieffelin & Co., John L. Thompson, Sons & Co., Polk & Calder Drug Co., and the individual members of Bruen, Ritchey & Co., R. W. Robinson & Son, and others, engaged in the manufacture, purchase and sale of medicinal preparations consisting in part of proprietary medicines made under secret formulas and sold under trademarks in New York State. This is the outgrowth of litigation which has been going on since 1904 in connection with the fight between the Park company and members of the National Wholesale Druggists' Association who are alleged to have issued "aggressive cutters" lists.

After repeated delays, the formal approval of the consolidation of the Riker & Hegeman Co. and the United Drug Co. has been voted by the stockholders of both corporations. Permanent organization of the new United Drug Co., as the corporation is to be called, will be perfected in the near future by the election of officers and a board of directors. According to programme, Mr. Louis K. Liggett will be president and Mr. James C. McCormick treasurer. Persons said to be familiar with the plans state that in the organization of the new \$34,245,350 United Drug Company the following Riker-Hegeman interests will be added to the directorate of the new corporation:

Mr. John B. Cobb, Mr. William C. Bolton, Mr. E. D. Calhoun and Mr. J. H. Flagler. The statement is also made that Mr. John S. Alley, president of the Riker-Hegeman Company, will become vice-president of the Liggett Company, and Mr. George M. Gales, now vice-president of the Liggett Company, will become president of that company, succeeding Mr. Louis K. Liggett, who will be chairman of the board of directors.

Mr. R. B. Wattle, treasurer of the Riker & Hegeman Co., will be treasurer of the Liggett Co., and Mr. W. C. Watt, the present treasurer, will become vice-president.

A meeting of stockholders will be held soon, when the new United Drug Company will elect its official staff and complete all the details in connection with the combination.

Concerning the affairs of the new company, a dispatch from Boston says: "The economies to result from the present merger are not expected to be realized before next autumn, as it will take some time to perfect plans for the joint operation of the two companies. The manufacturing



business of the Riker Company will be transferred to Boston, with a branch in Chicago, and the management and control of the chain of stores will be vested in the Liggett Co.

"The stock of the new United Drug Company is expected to take the place of Riker-Hegeman shares on the New York curb, where at times it has been quite active. Up to the present time there has been no public distribution of United Drug stock, all the shares being held by the 7,000 agents handling the company's product—'Rexall.' President Liggett states that hardly \$50,000 of the company's stock has changed hands in the last three years.

"The initial authorized capital is \$7,500,000 7 per cent. cumulative first preferred, \$10,000,000 6 per cent. non-cumulative second preferred and \$35,000,000 common."

At a recent meeting of the directors of the Christian Bros. Co., Inc., soap manufacturers, Albany, N. Y., these officers were re-elected: President, Joseph Grober, vice-president, F. J. Hallenbeck; treasurer and manager, George Grober. The election inspectors were C. J. Beck and W. P. Andre.

The home of Mr. and Mrs. Paul Schulze-Berge, Jr., of Long Beach, N. Y., has again been gladdened by the arrival of a daughter, born February 3. Mr. Schulze-Berge is secretary of Heine & Co., New York.

Senator Austin Colgate, of Orange, N. J., of the Colgate soap family, is again being boomed for governor of New Jersey. Over 600 Yale men in the state are behind the movement. Senator Colgate recently bought a bond interest in the *Star-Eagle*, one of the two daily papers in Newark, N. J., but he explains that this was simply an investment of a business nature and had nothing to do with politics. The Senator now represents Essex County in the legislature.

August Dreason, dental supplies, 147 Fourth avenue, New York, filed a petition in bankruptcy, January 24, with liabilities of \$3,755, and assets of \$1,553.

Judge Donnelly of the Supreme Court has appointed Charles E. Scholes receiver for the Perfumes Riviera, Inc., dealers in perfumes and toilet preparations at 11 East Thirtieth street and 450 Fifth avenue, New York City, which also has a branch in Chicago. Proceedings for a dissolution of the company were brought by Charles E. Scholes, Robert E. Brown, and Blanche Mignot, directors. Liabilities are \$21,146, and nominal assets \$73,178, of which \$39,833 is merchandise and \$22,000 good will. The company was incorporated on July 30, 1912, and had capital stock of \$150,000. The receiver's bond was fixed at \$40,000. It is claimed that the corporation is solvent. Mr. Scholes was its president.

Messrs. Lehman Brothers and Goldman, Sachs & Co., of New York, announce that advance public subscriptions have absorbed all of the preferred stock of the Jewel Tea Co., Inc., which they recently acquired. The business of the company is selling coffee, tea, baking powder, soap and like articles direct to the consumer from wagons that traverse regular routes. The net profits in 1915 are stated as \$1,464,273, compared with \$941,672 in 1914.

Messrs. C. E. Boyd, O. W. Firth and G. L. Lethem, passengers on the *S. S. Appam*, that paid an unexpected call recently, at Norfolk, Va., were guests of Mr. E. H. Burr, and of W. T. Hathaway of Colgate & Co., at the New York Drug and Chemical Club recently. The Englishmen were en route from Nigeria to London, and after the fare to which they were limited by their captors, the menu at the club must have been very attractive. The crew and passengers with which the *Appam* started out were considerably augmented by several hundred captives from the German naval auxiliary. The menu, during the first few days, while bound for Norfolk in charge of the German naval contingent consisted, by force of circumstances, of pea soup, curried vegetables and rice. As provisions grew less the curry was first eliminated, then the pea soup; and if the voyage had not soon terminated the experiment might have been tried of dispensing with the rice also. Such are the fortunes of war, however, and the three gentlemen had no complaint to make of their fate. After a few days in New York, they resumed their journey to London.

Mr. William S. Addison, president of the Addison Lithographing Co., Rochester, N. Y., has gone on a business trip to California, with Mrs. Addison, taking in cities in the middle west and as far south as Texas and Louisiana, on his way. He expects to visit perfumers, wholesale druggists and barbers' supply houses in the larger cities on the line westward of Rochester to the Pacific coast.

Mr. Jesse De Sola Mendes, proprietor of Mendes Perfumery, 42 W. 15th street, New York, is making very excellent progress. He started in business for himself nearly two years ago. Previous thereto he was employed as perfumer by several large concerns, including the old firm of Lazell, Dalley & Co. He is a graduate of Cooper Union, New York, and extended his chemical studies at Columbia University.

At a meeting of the stockholders of the American-French Perfume Co., held at Paris, Tenn., last month, the following officers were re-elected: T. B. Walker, president; J. L. Stewart, general manager and secretary; H. L. Byers, treasurer.

Mr. A. F. Brown, of the Baxter Paper Box Co., Brunswick, Maine, was a recent visitor to New York on business.

Mr. S. W. Eckman, for several years sales and advertising manager of B. T. Babbitt, Inc., has tendered his resignation to the directors. It is understood he will engage in the export trade, representing a few high grade American specialties in foreign markets, notably in South America.

Mr. Joseph Powell, manager of the purchasing department of H. R. Lathrop & Co., Inc., New York, in Asheville, N. C., attended the latest meeting of the Michigan Ginseng Growers' Association, which was held in Lansing, Mich., on January 26, 27 and 28.

Mr. Charles R. Kurka, of H. R. Lathrop & Co., has left for a five months' trip along the Atlantic Coast line, returning through Louisiana, Tennessee, Kentucky and middle west states.

The Edward W. Kirk Soap Co. has completed a \$45,000 soap factory in Edina, Mo. This is the best equipped soap factory in the United States. It has all of the most up-to-date electric machinery. The company has a big factory in Chicago and several branch factories elsewhere.

St. Louis druggists have entered actively into the campaign to get Congress to repeal the tax on tooth paste, etc. They urge in petitions that "automobiles and other luxuries" be taxed instead.

The David B. Levy Co., Inc., 96 Warren street, New York City, have purchased from the receiver and trustee in bankruptcy of the Hydrox Chemical Co. and the Mid-dletown Chemical Co. the good will of both these firms as well as the trade marks, patents, formulas and personal property in territories known as Eastern time.

The friendly countenance that appears herewith is that of Mr. Robert A. Holcke, who is very well known, especially in New York and vicinity, as a manufacturer of toilet preparations and perfumes. Mr. Holcke has been established since 1876, in Brooklyn, and although he is nearing the three-score-and-ten limit of the Scriptures, he is as active and up-to-date as the photo indicates. Mr. Holcke is a prominent Mason and Mystic Shriner, having joined the order over 40 years ago.



ROBT. A. HOLCKE.

Mr. Karl Voss, manager of the New York office of Wm. Buedingen & Son, the Rochester box makers, is back in New York, from a short trip through the mid-west, and reports business good.

The Chicago office of the firm, at 106 N. La Salle St., has been entrusted to Mr. O. E. Watts.

Mr. Joseph de Lorme is now the Chicago representative for George V. Gross & Co., with offices at 186 North La Salle street. He is familiar with raw materials, having had manufacturing experience and is well acquainted with the trade in Chicago and vicinity. Mr. de Lorme succeeds Mr. O. E. Watts in this position.

Mr. John F. Queeny was reelected president and treasurer at the recent annual meeting of the Monsanto Chemical Works, manufacturers of vanillin, conmarin, saccharine, etc., in St. Louis. Dr. Louis Veillon was chosen vice-president and Mr. Gaston Du Bois secretary. The stockholders voted to increase the company's capital from \$400,000 to \$700,000 fully paid.

Mr. Charles E. Bedwell, of Omaha, Neb., has been chosen vice-president and general manager of the Meyer Bros. Drug Co., St. Louis. He is well known in the drug trade being a member of the board of control of the National Wholesale Druggists' Association. Mr. William Biebinger has been elected treasurer of the Meyers company.

California Perfume Co. has dissolved its charter in Manhattan Borough, New York City, and reincorporated as noted in our "New Incorporations."

A son was born on January 26 to Mr. and Mrs. John J. McClay, of Detroit, Mich. Mr. McClay is head perfumer for the Nelson Baker Co.

Mr. Otto Hunter, for some time assistant to Mr. Ad-dington Doolittle, perfumer for the Mme. Isebell Toilet Mfg. Co., Chicago, has taken the position of perfumer with Peet Bros., Kansas City, Mo.

Fire in the building occupied by the Isebell Toilet Mfg. Co., Chicago, recently damaged its plant so as to halt manufacturing. The company is considering the matter of moving to new and more commodious quarters.

The young gentleman who graces this page of print is Master Oscar B. Spiehler, Jr., of Rochester. This youthful citizen of the State of New York, who has reached the very interesting age of 14 months, has inherited his obviously genial temperament and suave disposition from both sides of his parental tree. The photograph was taken during a moment when *junior* was giving a practical demonstration before a group of admiring relatives. What was he demonstrating and so young? Why, he was just showing how Papa charms his customers and makes them feel that he is doing them a personal favor by accepting their orders!



MASTER SPIEHLER.

May he live long and prosper, adding laurels to the well-known perfumery house of Adolph Spiehler, Inc.

The Interstate Commerce Commission has issued an order, with the usual reservation, that rates made there-under shall be subject to complaint, investigation, and correction, approving an application by the Louisville and Nashville road to make rates on cottonseed soap stock from Memphis, Tenn., to points in Central Freight Association territory, ignoring the requirements of the fourth section of the interstate commerce law. The rates intended to be made applicable to these shipments are the same as now exist with respect to cottonseed tank bottoms and kindred commodities.

Judge Hand, in the United States Court in New York, has granted a discharge in bankruptcy to Francis N. Carpenter, formerly secretary of Lazell, Dalley & Co. His liabilities were \$13,229.

H. Schneider & Co., manufacturers of toilet articles, have leased, for a term of years, a factory building at Yonkers, N. Y.

Ruantan Coconut Oil Co., of New York, incorporated in Delaware, has increased its capital stock from \$300,000 to \$450,000.

C. B. Woodworth Sons Corp., Rochester, N. Y., manufacturer of perfumery, has increased its capital stock from \$30,000 to \$38,250. The company reports a heavy increase in the demand for its products.

Romanelli Co., Wilmington, Del., capitalized at \$300,000, and engaged in refining olive and other oils, has been authorized to do business under the laws of New York.

Mr. Frank P. Beers, secretary of the Flavoring Extract Manufacturers' Association, was in New York recently on his way home from the February 7 meeting of the executive committee in Washington. Mr. Beers met here Mr. F. C. De Vallant, his partner in the C. L. Cotton Co., Earlville, N. Y. After visiting friends and attending to some business interests they went home to Earlville.

Mr. G. C. Davis, president of the Davis Mfg. Co., Jellico, Texas, which manufactures flavoring extracts, was a recent visitor to New York and called at our office.

Mr. Arthur C. Leonard, of the Seeley Mfg. Co., Windsor, Ont., was a recent visitor to New York City.

Van Duzer Extract Co., a Massachusetts corporation, manufacturing essences, perfumes, flavoring extracts, etc., has been authorized to do business under the laws of New York. The company is capitalized at \$25,000. The representative here is Mr. H. C. Hirsch, 329 Greenwich street.

Mr. W. G. Fraser, president of the Beaver Soap Co., Ltd., Winnipeg, Man., was a visitor to New York City recently.

At the meeting of the New York Section of the Society of Chemical Industry, held at the Chemists' Club in January, the Perkin medal was presented to Dr. L. H. Baekeland. This medal is annually awarded by the society for valuable work along the line of applied chemistry.

*Printers' Ink* for February 3 contains an extremely illuminating article on "Finding Overlooked Opportunities in a Hard Fought Field." It shows how the Talcum Puff Co., of New York City, has made its way close to the top of the industry and outlines revolutionary selling methods that it proposes. The article is in the form of an authorized interview with Mr. P. E. Page, general manager of the company. The narrative of five years of successful marketing, starting against heavy odds, pays a tribute to the energy and perseverance of Mr. Page, who realized that important aids were fair and even generous profits to the retailers, but even more important he considered the giving of advertising help. A little comparative table shows how the sales have grown by leaps and bounds in proportion to each year's larger advertising output.

The fight which E. Fougere & Co., with two other houses, has been waging against the enforcement by the New York City Health Department's patent medicine regulations is now going to the New York Supreme Court on a stipulation between counsel for the city and the manufacturers. It is understood that the taking of testimony will be dis-

pensed with and that the matter will be presented to the court in the form of arguments of counsel. The last adjournment was until February 23. Meanwhile the ordinance, which requires the disclosure of patent and proprietary medicine formulas, is being held in abeyance as to its enforcement.

An interesting write-up of the L'Éver Port Sunlight Soap Company, which has its chief habitat on the Mersey, near Liverpool, England, is given by Mr. Thomas Russell in *Printers' Ink* for February 10. The author is president of the Incorporated Society of Advertisement Consultants, London. He gives a fine picture of the welfare work of Sir W. H. Lever for his employees and in detail points out how the establishment is operated on the mutual prosperity plan as it affects employer and workers.

P. E. Anderson & Co., importers and exporters, 99 John street, New York, in business for twenty-five years, has just been incorporated. Its founder, Mr. P. E. Anderson, has been chosen president. His father, C. W. Anderson, is vice-president, and C. W. Anderson, Jr., another son, is secretary and treasurer.

Philadelphia Drug Exchange has re-elected all of its officers for 1916, as follows: President, John Ferguson; vice-president, Harry B. French; secretary, Joseph W. England; treasurer, Edward H. Hance; directors, Charles E. Hires, A. Robinson McIlvaine, Dr. Adolph W. Miller, Adam Pfromm, Adolph G. Rosengarten, Clayton F. Shoemaker, Walter V. Smith and Richard M. Shoemaker. Richard M. Shoemaker was elected to honorary membership in the Board of Directors.

Elkhart County Trust Co., Elkhart, Ind., has petitioned federal court in Toledo, Ohio, to foreclose a mortgage against the Cosmo-Buttermilk Soap Co., of Arizona and the Cosmo-Buttermilk Soap Co. of Ohio, with offices at Upper Sandusky. Default in payments of royalties is the ground alleged for the action.

Dr. Edwin Leigh Newcomb, associate professor and head of the Department of Pharmaceutical Botany and Pharmacognosy at the College of Pharmacy, University of Minnesota, has assumed editorial charge of the *Northwestern Druggist*.

A silly story was printed recently in New York about the sewers being perfumed. Health Department officials had seized 7,200 bottles of cheap perfumery made with wood alcohol and on condemnation the contents were emptied into a sewer. The seizures were made in various places and during a long period. The liquids had little odor in them and scarcely had any effect on the air when poured into the gutter.

The case of Walter Richardson, sole owner of the Oxygen Soap Works, against the Liverpool & London & Globe Insurance Co., tried at Montgomery, Ala., has been decided practically in favor of the insurance company. The suit was for \$2,500, penalty and interest, and is the first of the suits against the five insurance companies insuring this property under policies aggregating \$10,000. Defense was based on the use of gasoline on the premises, which plaintiff claimed was known to the local agents. While the

insurance aggregated \$10,000, adjusters' investigations led them to believe the value of the property at the time of fire did not exceed \$2,500, on which basis two of the companies had offered to settle, and were conducting an appraisal at the time of trial. The jury's verdict in the case against the Liverpool & London & Globe Insurance Co. awarded the plaintiff \$640.

Mr. George M. Olcott, of the New York firm of Dodge & Olcott, who has been ill with bronchial pneumonia at his home in Richfield, Conn., was reported a trifle better at last accounts. Mr. Olcott, who is president of the company, is now 80 years old.

Postmaster Morgan, of New York, has announced that admissible liquids and oils, pastes, salves and other articles easily liquefiable may be sent by international parcel post from the United States to Australia, Japan and Republic of Honduras, and from those countries to the United States, provided said articles are packed in accordance with the requirements of the postal laws and regulations for such articles in the domestic mails.

The Lorscheider-Schang Co., Inc., of Rochester and New York City, have leased additional space in the building adjoining their factory in Rochester, to take care of increased business; and are contemplating still further factory enlargements.

#### NEW INCORPORATIONS.

California Perfume Co., Suffern, N. Y., perfumes, cosmetics, flavoring extracts, fruit juices, household supplies, carry on business with \$75,000; W. Scheele, A. D. Henderson, D. H. McConnell, Suffern, N. Y.

Less-Stick Mfg. Co., Inc., laundry compound, \$25,000; A. M. Borland, R. J. Drake, F. D. Hoffmann, 1318 North McFerron street, North Philadelphia, Penn.

New Foam Chemical Co., Inc., New York City, soaps, disinfectants, polishes, \$10,000; J. E. Gatchell, M. A. Langer, E. L. Cline, 999 East 163d street, Bronx.

Favorite Specialty Co., Inc., Buffalo, N. Y., shoe polish, perfumes, flavoring extracts, advertising, novelties, grocers, sundries, \$10,000; M. Winski, B. A. Sipp, F. J. Goetz, Buffalo, N. Y.

Leigh, Chemist, Inc., New York, perfumes, toilet articles; \$10,000. P. Fox, M. C. and C. N. Leigh, 158 Madison avenue.

Interstate Trading Company, Wilmington, Del., to produce and sell groceries, toilet articles, etc., \$1,000,000; Herbert E. Latter, C. L. Rimlinger, Clement M. Egner, Wilmington, Del.

Lorraine Hair Goods Corporation, New York, hair goods, dyes, tonics, toilet articles, \$5,000; E. K. and I. A. Latz, S. Seligman, 541 West 113th street.

International Cap and Sealing Machine Co., Baltimore, to do a wholesale and retail business in bottle crown corks, caps, seals, etc., \$1,000,000; Samuel B. Howard, Peter J. Whitney, Arthur T. Wolfenden, all of Baltimore, Md.

International Industrial Laboratory Co., Inc., New York, perfumery, liquors, wines, dyestuffs, merchandise; \$5,000; J. Messina, A. Castellano, S. Marchesini, 1312 54th street, Brooklyn, N. Y.

Synthetic Products Co., Inc., North Tomawanda, N. Y.,

chemists, druggists, laboratory; \$10,000; A. E., G. B. and D. L. Summey, 169 Buckingham street, Waterbury, Conn.

United States Dye Extracts Co., Inc., Brooklyn, N. Y., chemists, products, by-products, dyeing, cleaning extracts; \$10,000; A. Fischer, C. and A. Traube, 1416 Cortelyou road, Brooklyn, N. Y.

United Drug Co., Inc., New York, consolidated with Riker & Hegeman Co., real and personal property, live stock, grains, fruits, agricultural, horticultural products, brokerage; \$34,245,350, which is the fair aggregate value of the property, franchises, and rights of the consolidated corporations; common stock, \$20,050,000; H. Masters, J. S. Macy, G. M. Gates, Great Neck, N. Y.

P. E. Anderson & Co., New York, capital stock \$200,000, to deal in drugs and chemicals; C. W. Anderson, P. E. Anderson and C. W. Anderson, Jr.

Orford Soap Co., Manchester, Conn., capital stock \$12,000; William H. Eversby, Richard S. Childs and Alfred W. Erickson, all of New York.

Soapliance Co., Ft. Wayne, Ind., capital, \$10,000; sanitary soap dispensers; Harry M. Stone, Ethel P. Stone and Homer C. Underwood.

Merritt Chemical Co., Inc., Roscoe, N. Y., wood alcohol, wood acid, \$40,000. G. Garrison, J. C. and G. W. Merritt, Arena, N. Y.

Cardone Peroxide, Inc., Millbrook, N. Y., peroxide of hydrogen chemicals, \$10,000. T., P. and P. B. A. Cardone, 1421 Seventy-first street, Brooklyn, N. Y.

#### NEW PRICE LISTS, PUBLICATIONS, ETC.

GERHARD MENNEN CHEMICAL Co., Newark, N. J., has sent out a new price list, together with a statement of its position on the Revenue Stamp Tax, reciting its fight to prevent the imposition of the tax on talcum powders and giving reasons why the war tax should be passed on the consumer. "Taking the Bunk out of Bonus" is issued by the Mennen company in connection with the new price list, which is based on the elimination of the "free deal."

STAFFORD ALLEN & SONS, LTD., London, Eng.; Ungerer & Co., Pearl street, New York, American representative.—The January wholesale prices current and the customary market report are received. Quotations are given for expressed oils, Allen's oleoresins, powdered drugs for perfumery and flavoring use, chemicals, synthetics, and sundries, as well as for the Allen specialties.

TRADE NAMES OF PERFUMES, AND TOILET ARTICLES registered with the Manufacturing Perfumers' Association—supplement for 1915.—At last the Trade Mark work in the Manufacturing Perfumers' Association has been reorganized in compliance with a mandate of the 1915 Convention, and the new records are entered and published in a suitable manner. For about seven years this journal has waged an unceasing fight against the indifferent manner in which this important work of the Association was handled. Our words fell upon deaf ears until a progressive administration was installed, and at the last Convention the Committee on Resolutions recommended a radical change. This was warmly approved and the Supplement of 1915 just at hand is the result. This supplement is the work of Mr. E. B. Keller, assistant secretary of the Association, who should be thanked for his painstaking efforts. Now for the first time those who contemplate adopting new trade marks may learn, at least in so far as the names submitted to the Association are concerned, just what names are in use, when they were first adopted, when they were regis-



tered with the Association, the articles to which they have been applied, and by whom registered. It will take some time to apply this system to all the trade names listed with the Association prior to January 1, 1915, but the work will eventually be done, and the Association will thus be in a position to give its members very much more than their money's worth in this feature alone.

"ORANJE," Amsterdam (Charles L. Huisking, New York agent), sends its annual report on essential oils, together with January-February, 1916, quotations for the products in which it specializes.

ARABOL MFG. Co., 100 William street, New York, in its trade announcement for this month directs attention to the merits of condensed paste powder. Aside from its generally satisfactory qualities it is represented to be cheaper than the ordinary flour paste.

"REXALL AD-VANTAGES," for February, published under the auspices of the United Drug Co., Boston, Mass., tells of the election of Louis K. Liggett as president of the Boston Chamber of Commerce and gives a great deal of interesting trade news for the thousands of Rexall druggists throughout the country. A chapter is given to the importance of boosting perfumes. The number is replete with useful information for Rexall clients.

PROGRESSIVE PERFUMERY, Van Dyk & Co., New York; S. Isermann, secretary, treasurer and editor.—The January issue of this interesting house organ is at hand and contains the following articles: MONTHLY MESSAGE, by the Editor, "The Relations Between Dyestuff, Raw Materials and Synthetics," and the continuation of the article on "American Enterprise."

THE CHEMIST-ANALYST, No. 15, of the interesting quarterly issued by the J. T. Baker Chemical Co., Phillipsburg, N. J., is at hand.

#### IN MEMORIAM FOR DEPARTED FRIENDS.

ANTHON, JEAN ANTOINE, manufacturer of olive oil, Grasse, France, February, 1910.

BRETZ, GEORGE, perfumer, Chicago, February, 1915.

FELS, JOSEPH, soap manufacturer and single tax advocate, Philadelphia, Pa., February, 1914.

FORBES, WILLIAM H., president Forbes Lithographic Mfg. Co., Boston, February, 1915.

HARRIS, FRANK E., founder of the Harris Extract Co., Binghamton, N. Y., February, 1912.

HESS, CHARLES D., Hess Co., perfumers, Rochester, N. Y., February, 1908.

KIRKMAN, ALEXANDER S., Kirkman & Son., soap manufacturers, Brooklyn, N. Y., February, 1912.

MCMAHON, JAMES B., vice-president of the N. K. Fairbank Co., Chicago, Ill., February, 1910.

MARSHALL, HERMAN AUGUSTIN, soap manufacturer, Clinton, Mass., February, 1910.

PRINGLE, DAVID, of Maxim, Pringle & Brush, soaps and perfumery, New York, February, 1914.

PYLE, JAMES, founder of the Pyle Pearline Co., Shady-side-on-Hudson, N. Y., February, 1912.

ROYCE, MRS. HENRIETTA L., wife of Abner Royce, founder of Abner Royce & Co., Cleveland, O., February, 1910.

SIDDALL, FRANK, soap publicist, Philadelphia, Pa., February, 1907.

STALLMAN, JOHN HENRY, president of the Stallman-Fulton Co., brokers, New York, February, 1908.

STEARNS, FREDERICK, of Frederick Stearns & Co., manufacturing chemists, Detroit, Mich., February, 1907.

WATKINS, MRS. P. M., wife of head of Watkins Extract Co., San Francisco, February, 1914.

#### Harry F. Hackenberger.

Harry F. Hackenberger, chief chemist for Henry C. Miner, manufacturing chemist, 203-205 Bowery, New York City, was the victim of an explosion in the Miner laboratory on January 24. He died within twenty-four hours from acid burns.

Mr. Hackenberger was born in Bainbridge, Pa., April 30, 1876. He was educated in the public schools of his native town and later associated himself with Henry C. Miner of New York. He was graduated at the New York College of Pharmacy and was a veteran of the Spanish-American War, having served with the Signal Service branch at Porto Rico.

Of late years he made a special study of Synthetics, and the perfecting of a line of toilet preparations, the sale of which is now international, and well known as the "Miner Line of Toilet and Theatrical Specialties." Mr. Hackenberger is survived by a widow. Interment was in the Bainbridge Cemetery, Bainbridge, Pa.

#### Obituary Notes.

Richard Stephens Johnston, prominent for 30 years in the wholesale drug and manufacturing industry in the west, died January 15 at his home in Chicago. He was 56 and leaves a widow. Mr. Johnston, for 25 years, was the representative of Merck & Co., New York, in the territory west of Chicago.

Mrs. Adelaide Marie Moore, manager of the Kansas City branch of the California Perfume Company, died suddenly on January 22 in New York City, where she had come on business to the home office of the company. She had been a resident of Kansas City ten years and was one of the most successful business women in the city. Mrs. Moore is survived by one son, Joseph Earle Moore, now a student in John Hopkins University.

#### Tariff on Manicuring Articles.

Treasury Decision 35,793 gives the following points of the general appraisers' decision regarding nail files:

(1) Small toilet articles consisting of nail files inclosed in a metal case, used in manicuring the nails and carried on or about the person, are dutiable under paragraph 356 of the tariff act of 1913 as articles valued above 20 cents per dozen pieces designed to be carried on or about the person, composed of metal, and are like articles to those enumerated therein.

(2) Nail files used as toilet articles to be carried on or about the person are not such merchandise as is referred to in paragraph 131 as "files, file blanks, rasps, and floats of all cuts and kinds." This paragraph refers to trade tools and not such as are carried on or about or attached to the persons as are provided for by paragraph 356.

#### Essential Oil of Argentine Mint.

A. Doering (Bol. Acad. Nac. Ciencias Cordoba, 1913, 19, p. 37, through Proc. Chem. Soc., No. 625) finds that the essential oil forms about 0.4 per cent. of the plant (*Bystropogon mollis*). It is clear, does not deposit crystals of menthol at 12 degs., and distills chiefly at 210 degs.; sp. gr. 0.914 to 0.920. As much as 2.5 per cent. of furaldehyde may be present, and is removed by permanganate. Phenols are present in traces, and about 0.7 per cent. of free acid. Menthol appears to be absent. The terpenes have not been so far characterized.



1,171,318.—LIQUID SOAP DISPENSER.—Albert G. Carling, New York, N. Y. Filed October 16, 1914. Serial No. 866,949.

A device of the class described, a bracket to be attached to a support, a liquid soap reservoir tiltably mounted in said bracket, means for maintaining said reservoir in a normal pre-determined position, means limiting the movement of the reservoir, said reservoir having an opening on the lateral surface thereof, a cylindrical ejector having a tubular threaded portion on the lateral surface for engaging the opening of the reservoir, said ejector having an outlet on the lateral surface thereof which is disposed inoperatively when said reservoir is disposed in a normal position, the end walls of said ejector being depressible whereby the volume of the ejector can be decreased substantially as and for the purposes set forth.

1,171,345.—COLLAPSIBLE TUBE.—John F. Meissner, Milwaukee, Wis. Filed January 6, 1915. Serial No. 832.

A collapsible tube provided with a discharge opening at one end and having the opposite ends of the tube doubled up against one of its sides, a clip bent over the doubled end and provided with a series of perforations alternately disposed upon opposite sides of a central line of said clip and dented upon one of the opposed sides in line with the perforation upon the other side to crowd the material of the doubled end into said perforations to firmly close said end.

#### DESIGN PATENTED.

48,489.—BOTTLE.—Rudolph Eberhardt, New York, N. Y., assignor to Remiller Co., Inc., a corporation of New York. Filed November 12, 1915. Serial No. 61,165. Term of patent 7 years.

The ornamental design for a bottle, substantially as shown.

#### TRADE MARKS REGISTERED.

108,096.—Complexion Powder.—Robert Horner, Chicago, Ill.

Filed October 16, 1915. Serial No. 89,883. Published November 9, 1915.

108,112.—Toilet Articles Consisting of Preparations for Stimulating, Nourishing, and Beautifying the Skin, Muscles and Hair. Mabel Wilhelmina Shand, New York, N. Y.

Filed June 5, 1915. Serial No. 87,154. Published September 14, 1915.

108,132.—Cold Cream.—Eleanor Miller Herrick, San Francisco, Cal.

Filed August 21, 1915. Serial No. 88,738. Published October 5, 1915.

108,144.—Hair Tonic and Restorer.—Fritz Voigt, Hoboken, N. J.

Filed August 28, 1915. Serial No. 88,865. Published November 9, 1915.

108,164.—Cold Cream.—Richard Hudnut, New York, N. Y.

Filed July 1, 1913. Serial No. 71,458. Published November 9, 1915.

108,165.—Cold Cream.—Richard Hudnut, New York, N. Y.

Filed July 1, 1913. Serial No. 71,459. Published November 9, 1915.

108,190.—Toilet, Medicinal and Shaving Soaps.—Barclay & Co., Wilmington, Del., and New York, N. Y.

Filed January 28, 1915. Serial No. 84,159. Published August 3, 1915.

108,193.—Liquid Detergent or Soap. Giovanni Bozzola, Mount Airy, N. C.

Filed March 11, 1915. Serial No. 85,072. Published November 16, 1915.

108,203.—Perfumes, Toilet Waters, Liquid Complexion Powder, Toilet Creams, and Special Treatment for Venereal Diseases.—Druggists' Co-operative Association, Inc., Jersey City, N. J., and Detroit, Mich.

Filed June 9, 1913. Serial No. 70,970. Published November 9, 1915.

108,210.—Toilet Soaps.—The Andrew Jergens Co., Cincinnati, Ohio.

Filed October 14, 1915. Serial No. 89,845. Published November 16, 1915.

108,245.—Toilet Powder.—A Bourjois & Co., Inc., New York, N. Y.

Filed September 1, 1915. Serial No. 88,940. Published November 16, 1915.

108,251.—Cleaning Powder.—The Hygienic Products Company, Canton, Ohio.

Filed October 7, 1915. Serial No. 89,713. Published November 16, 1915.

108,253.—Detergent Cleaning Preparation in the Form of Powder Tablets. John H. Kindt, Chicago, Ill.

Filed July 1, 1915. Serial No. 87,688. Published November 16, 1915.

108,267.—Certain Named Chemicals and Pharmaceutical Preparations.—J. D. Riedel, Berlin-Britz, Germany.

Filed June 30, 1914. Serial No. 79,462. Published November 16, 1915.

108,279.—Washing Powders.—Ralph Dosset White, Conway, Ark.

Filed September 27, 1915. Serial No. 89,499. Published November 16, 1915.

108,280.—Sarsaparilla, Root Beer, Flavoring Syrups for Non-Alcoholic Beverages and Spearmint Beverage.—Emile A. Zatarain, New Orleans, La.

Filed August 28, 1915. Serial No. 88,866. Published November 16, 1915.

108,338.—Preparation for the Treatment of Dandruff.—Charles Mandracchia, Corona, N. Y.

Filed September 22, 1915. Serial No. 89,383. Published November 16, 1915.

108,329.—Tooth Paste.—Louis F. Christman, Jackson, Tenn.

Filed August 28, 1915. Serial No. 88,851. Published November 16, 1915.

108,340.—Dog Soap.—G. Dan Morgan Kennels, Denton, N. C.

Filed September 11, 1915. Serial No. 89,146. Published November 16, 1915.

108,347.—White Floating Soap.—Products Manufacturing Company, Oklahoma, Okla.

Filed November 16, 1914. Serial No. 82,623. Published November 16, 1915.

108,352.—Certain Named Foods.—The Vionana Company, Dayton, Ohio.

Filed August 4, 1914. Serial No. 80,310. Published November 2, 1915.

108,353.—Liquid and Other Antiseptic, Vaccin and Germicide Preparations.—Ralph B. Waite, Springville, N. Y.

Filed September 22, 1915. Serial No. 89,391. Published November 9, 1915.

108,354.—Lip Rouge.—Jules Warnesson, Chicago, Ill.

Filed October 12, 1915. Serial No. 89,829. Published November 9, 1915.

108,360.—Olive Oil.—Crisi & Cerchione, New York, N. Y.

Filed September 22, 1915. Serial No. 89,369. Published November 23, 1915.

108,361.—Certain Named Foods.—James P. Galligan Co., Taunton, Mass.

Filed May 1, 1914. Serial No. 77,920. Published February 16, 1915.

108,364.—Certain Named Foods.—Gowan-Lenning-Brown Co., Duluth, Minn.

Filed August 28, 1914. Serial No. 80,856. Published May 18, 1915.

108,366.—Certain Named Foods.—McClelland-Ward Co., Decatur, Ill.

Filed September 12, 1914. Serial No. 81,228. Published November 23, 1915.

108,383.—Toilet Powder.—A. Bourjois & Co., Inc., New York, N. Y.

Filed October 20, 1915. Serial No. 89,954. Published November 23, 1915.

108,386.—Preparations for Dandruff, Falling Hair and Irritations of the Scalp.—John H. Breck, Springfield, Mass.

Filed August 20, 1915. Serial No. 88,704. Published November 23, 1915.

108,388.—Olive Oil.—Louis Caravetta, Chicago, Ill.

Filed October 11, 1915. Serial No. 89,788. Published November 30, 1915.

108,394.—Nail Enamel and Beautifier.—The Glazo Company, Fort Wayne, Ind.

Filed October 19, 1915. Serial No. 89,946.—Published November 23, 1915.

108,407.—Tooth Paste.—The Tropical Pharmacal Co., New York, N. Y.

Filed October 9, 1915. Serial No. 89,776. Published November 30, 1915.

108,459.—Fruit Flavoring Syrup for Non-Alcoholic Beverages.—The Allen Red Tame Cherry Company, Toledo, Ohio.

Filed January 25, 1915. Serial No. 84,070. Published November 30, 1915.

108,463.—Olive Oil.—J. E. Blanc and L. Delery, New York, N. Y.

Filed April 27, 1915. Serial No. 86,221. Published November 30, 1915.

108,464.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—R. A. Carmichael & Co., Detroit, Mich.

Filed October 29, 1914. Serial No. 82,249. Published November 30, 1915.

108,472.—Certain Pharmaceutical Preparations for Toilet Purposes.—Hoople & Alderson, New York, N. Y.

Filed June 18, 1909. Serial No. 43,088. Published November 23, 1915.

108,478.—Hair Tonic.—Marietta D. Leiter, Syracuse, N. Y.

Filed October 12, 1915. Serial No. 89,823. Published November 23, 1915.

#### TRADE MARK REGISTRATIONS RENEWED.

12,938.—Laundry and Toilet Soap.—Lautz Bros. & Co., Buffalo, N. Y.

Registered January 12, 1886. Renewed January 12, 1916.

12,939.—Laundry and Toilet Soap. Lautz Bros. & Co., Buffalo, N. Y.

Registered January 12, 1886. Renewed January 12, 1916.

12,950.—Laundry and Toilet Soap.—Lautz Bros. & Co., Buffalo, N. Y.

Registered January 12, 1886. Renewed January 12, 1916.

#### PRINTS REGISTERED.

4,176.—Title: "Use Crème Elcaya and Be Complimented on Your Complexion." (For Complexion Cream.) The Elcaya Co., Inc., New York, N. Y. Filed December 1, 1915.

4,191.—Title: "The Wonder-Mist Way." (For a Cleansing and Polishing Compound.) The Wonder-Mist Co., Boston, Mass. Filed November 17, 1915.

#### LABELS REGISTERED.

19,001.—Title: "Gellman's Kosher Scouring Powder." (For Scouring Powders.) Hyman Gellman, New York, N. Y. Filed December 14, 1915.

19,016.—Title: "Reno." (For a Hair Dressing or Tonic.) Johnson & Winn Manufacturing Co., Covington, Ky. Filed October 19, 1915.

19,026.—Title: "Coryzine." (For a Deodorant and Antiseptic.) Coryzine Manufacturing Company, Baltimore, Md. Filed December 17, 1915.

19,029.—Title: "Index." (For Flavoring Extracts.) Elliott Grocery Company, Logansport, Ind. Filed December 18, 1915.

19,032.—Title: "Myown." (For a Hair Tonic.) William A. Heffron, Michigan, N. D. Filed December 17, 1915.

19,042.—Title: "Usit Face Powder De Lux." (For Face Powder.) Usit Manufacturing Company of America, Inc., Buffalo, N. Y. Filed January 7, 1916.

#### TRADE MARKS APPLIED FOR.

75,873.—B. Heller & Co., Chicago, Ill. (Filed February 12, 1914. Under ten year proviso. Used since December, 1893.)—Flavors for Food, Flavoring Paste for Food, Flavoring Extracts for Food, etc.

81,872.—Leach & Gamble Co., Wahpeton, N. D. (Filed October 14, 1914. Used since April 18, 1912.)—Olive Oil, etc.

83,421.—Frederick Stearns & Co., Detroit, Mich., and New York, N. Y. (Filed December 19, 1914. Used since December 1, 1914.)—Perfumes, Toilet Lotions, Powders and Creams and Tonics for the Hair.

84,747.—Alexander Sampson, New York, N. Y. (Filed February 24, 1915. Used for at least five years prior to March 5, 1907.)—Soaps.

85,316.—No-Vary Products Co., Minneapolis, Minn. (Filed March 22, 1915. Used since April, 1911.)—Flavoring Extracts for Foods, Olive Oil.

85,845.—Charles A. Goell, St. Louis, Mo. (Filed April 10, 1915. Used since January 15, 1915.)—A Paste for Removing Oil, Grease and Dirt Stains from Cloth and Other Textiles.

85,935.—West Disinfecting Co., New York, N. Y. (Filed April 13, 1915. Used since July 15, 1899.)—Disinfectants, Aromatic Disinfecting Fluids, Insecticides, Deodorants, Perfumed Deodorants, Antiseptic Fluids, Antiseptic Powders, Dips and Washes for Cattle, Sheep, Swine, Horses, Mules, Dogs, Poultry, Germicides, Specifics for Removal of Organic Matter in Plumbing, Absorbing Powders for Deodorizing, Disinfecting, or Antiseptic Purposes. (No claim is made to the exclusive use of the words "Sewer Gas," "Typhus," "Cholera," "Disease," "Diphtheria," and "Pestilence" appearing on said drawing.)

86,452.—Leo Herrmann, Detroit, Mich. (Filed May 7, 1915. Used since May 1, 1915.) A Foot Wash, a Liquid Preparation to Be Used Externally.

87,777.—The Andrew Jergens Co., Cincinnati, O. (Filed July 6, 1915. Used since 1892.)—Soap.

88,160.—William J. Kelley, Chicago, Ill. (Filed July 24, 1915. Used since June 17, 1915.)—Talcum Powder, Benzoin and Almond Cream Lotion, Vanishing Cream, Cold Cream, Toilet Water, Crystal Shampoo, Antiseptic Tooth Paste, Dandruff Remedy and Scalp Tonic, Rice Powder, Cucumber Cream, Tooth Powder, Liquid Face Powder, Liquid Shampoo, Freckle Cream, Massage Cream and Rouge.

88,396.—The J. T. Robertson Co., Manchester, Conn. (Filed August 3, 1915. Used since June 25, 1915.)—Toilet Soap.

88,942.—A. Bourjois & Co., Inc., New York, N. Y. (Filed September 1, 1915. Used since November 28, 1913.)—Toilet Powder.

89,161.—Allison Brothers, Inc., Middletown, Conn. (Filed September 13, 1915. Used since August 1915.)—Soap.

89,307.—The G. B. Williams Co., Quitman, Ga. (Filed September 18, 1915. Used since January, 1915.)—Vanilla Extract for Flavoring Food.

89,400.—Willie Dackermann, New York, N. Y. (Filed September 23, 1915. Used since September 4, 1915.)—Toilet Preparations, viz.: Toilet Waters, Astringent Waters, Antiseptic Deodorant Toilet Creams, Cold Cream, Cucumber and Almond Cream, Salve, Face Powder, Hair Tonic and Skin Bleach.

89,492.—John T. Stanley Co., Inc., New York, N. Y. (Filed September 27, 1915. Used since 1905.)—Soap.

89,678.—The Cleveland Fruit Juice Company, Cleveland, Ohio. (Filed October 6, 1915. Used since September 1, 1915.)—Non-Alcoholic Beverages, viz.: Soft Drinks and Fruit Syrups, Juices and Flavorings Used in Making the Same.

89,976.—The Bon Ami Co., New York, N. Y. (Filed October 21, 1915. Used since July 5, 1892.)—Scouring Soap in Cake or Powder Form.

90,004.—Van Duzer Extract Company, Springfield, Mass. (Filed October 21, 1915. Used since about the year 1850.)—Food Flavoring Extracts. (The words, "Fruit," "Trade Mark" and "Extracts" being disclaimed.)

90,059.—Tony M. Kytros, Bingham Canyon, Utah. (Filed October 23, 1915. Used since April 5, 1915.)—A Preparation for Preventing the Feet from Odor and Perspiration.

90,326.—Fred Harvey, Inc., Kansas City, Mo. (Filed November 2, 1915. Used since July 31, 1915.)—Smelling Salts, Rice Powder, Lilac Vegetal (a Toilet Water), Hair Tonic, Cold Cream, Talcum Powder, Tooth Paste, Tooth Powder, Toilet Waters, Massage Cream, Potpourri (a Sachet of Rose Leaves and Other Dried Flowers), Lavender Flowers, Eau-de-Cologne, Rouge, Benzoin and Almond Lotion, Witch Hazel Cream.



90,654.—Macie L. Liggins, St. Louis, Mo. Filed November 15, 1915. Used since January 1, 1907.—A Preparation to Induce the Growth of Hair Upon the Scalp and for the Treatment of Tetter and Scalt Diseases.

90,802.—The Emil Schult Toilet Article Company, Inc., 149 West 42d street, New York, N. Y. (Filed November 20, 1915. Used since August 27, 1915.)—Cold Cream. (No claim being made for the use of the reading matter appearing thereon apart from the mark shown in the drawing.)

90,810.—James W. Bolen, Alexandria, La. (Filed November 22, 1915. Used since November 2, 1914.)—Remedy for Salt Rheum, Bites and Stings of Insects, Sunburn, Old Sores and for Bleaching the Skin. (The same being a portrait of the applicant.)

90,864.—Harriet Hubbard Ayer, New York, N. Y. (Filed November 23, 1915. Used since January 1, 1904.) Almond Meal, Aromatic Ozonizer, Astringent for Relaxed Tissues, Bandoline, Bath Essence, Bath Powder, Bath Salts, Bay Rum, Benzoin, Brilliantine, Camphor Ice, Cocoa Butter, Stick Cosmetics, Adeps Lanae Cream, Face Cream, Cold Cream, Cuticle Cream, Finishing Cream, Foot Cream, Freckle Cream, Massage Cream, Non-Greasy Cream, Perspiration Cream, Strawberry Cream, Theatrical Cream, Toilet Cream, Vanishing Cream, Cologne Water, Complexion Balm, Cuticle Acid, Cuticle Ice, Cuticle Powder, Cuticle Softener, Depilatories, Disinfectant, Face Bleach, Face Powder, Foot Ice, Foot Powder, Frost-Bite Lotion, Frost-Bite Salve, Toilet Glycerin, Hair Bleach, Hair Color, Hair Dye, Hair Essence, Hair Oil, Hair Powder, Hair Tonic, Hair Waver (Chemical), Hair Whitener, Hand Lotion, Hand Salve, Hand Whitener, Headache Cologne, Incense, Lip Pencil, Lip Pomade, Almond, Honey, and Cucumber Lotion, Lotions for Use After Shaving, Eye Lotion, Face Lotion, Foot Lotion, Freckle Lotion, Head Lotion, Honey Lotion, Mouth Lotion, Mouth and Freckle Lotion, Skin Lotion, Strawberry Lotion, Toilet Lotion, Mouth Tablets, Mouth Wash, Milk of Cucumber, Mutton Tallow (Refined and Perfumed), Nail Acid, Nail Bleach, Nail Enamel, Nail Polish, Nail Pomade, Nail Tint, Nail Rouge, Grease Paint, Eyebrow Pencil, Body Perfume, Handkerchief Perfumes, Non-Alcoholic Perfumes, Room Perfumes, Perfume Pencils, Synthetic Perfumes, Perfume Tablets, Pomades, Menthol Pencils, Alkenna Powders, Glove Perfume Powders, Nail Powders, Oatmeal Powders, Powder Papers, Perspiration Powders, Rice Powders, Theatrical Powders, Perspiration Liquid Rouge, Lip Rouge, Rouge Leaves, Theatrical Rouge, Cheek Rouge, Tooth Powder, Sachet Powder, Shampoo, Skin Whitener, Skin and Tissue Builder, Smelling Salts, Talcum, Toilet Borax, Toilet Paste, Toilet Powder, Toilet Cerate, Toilet Water, Tooth Cream, Tooth Paste, Tooth Wash, Troches for the Breath, Aromatic Vinegar, Bath Vinegar, Strawberry Vinegar, Theatrical Make-Up Toilet Vinegar, Antiseptic Washing Water, Water Softener, Wrinkle Eradicator, Hair Pomade, Nail Polish (Cake), Non-Greasy Shaving Cream for Use After Shaving.

90,881.—Pettit and Givens, Stratford, N. J. (Filed November 23, 1915. Used since October 1, 1915.)—A Deodorant for Perspiration.

90,908.—The Rogers Company, Tacoma, Wash. (Filed November 24, 1915. Used since 1909.)—Coffee and Flavoring Extracts for Foods.

91,098.—Dad Chemical Company, New York, N. Y. (Filed December 2, 1915. Used since April 26, 1915.)—Toilet Preparations, viz., Tooth Paste, Tooth Powder and Mouth Wash.

91,178.—Anton Despol, San Francisco, Cal. (Filed December 4, 1915. Used since November 1, 1913.)—Herb Hair Grower, and Dandruff Remover, Herb Shampoo, Rose-Blush Invisible Powder and Astringent (a Liquid Preparation), Almond Boric and Benzoin Lotion, Lilac Vegetal, Violet Water, Antiseptic Peppermint Tooth Paste, Almond Massage Cream, Violet Borated Talcum Perfumes.

91,398.—Ferd T. Hopkins & Son, New York, N. Y. (Filed December 11, 1915. Under ten-year proviso. Used since about 1848.)—Face Creams, and Lotions, Toilet Powders, Hair Eradicators, "Lily White," viz., Face Powders, Medicated Soaps, and Powder-Leaves.

91,424.—The Foose Chemical Co., Dayton, O. (Filed December 13, 1915. Used since November 8, 1915.)—An Antiseptic, Disinfectant, Deodorizer, and Bleach.

91,628.—The Twitchell Process Company, Cincinnati, Ohio. (Filed December 20, 1915. Used since November 15, 1915.)—Saponifier.

91,646.—The Lacno Co., Oakland, Cal. (Filed December 21, 1915. Used since May 25, 1915.)—A Mouth Wash and Antiseptic.

91,684.—Richard Hudnut, New York, N. Y. (Filed December 22, 1915. Used since December 10, 1915.)—Rouge.

91,693.—Nyal Company, Detroit, Mich. (Filed December 22, 1915. Used since December 4, 1915.)—Cold Cream.

## TRADE-MARKS IN ENGLAND.

(From the Trade-Marks Journal.)

"DEX"; for tooth paste. By the Standard Tablet and Pill Co., Ltd., Hove. 368,982.

"MENTHILLA"; for toilet preparations. By the Standard Tablet and Pill Co., Ltd., Hove. 368,921.

Mounted knight in armour and word "GILITTO," and mounted knight in armour alone; for soap powders. By J. Crosfield & Sons, Ltd., Bank Quay, Warrington. 358,501.

"LICARBO"; for liquid disinfectant soaps and disinfectants. By C. Pearson, 30-32 Gildart street, Liverpool. 369,216.

"REGEPHOS"; for medicinal chemicals and for perfumery, etc. By Regesan, Ltd., Nottingham. 369,298/9. (Associated.)

"EVISZOL"; for toilet preparations. By Walter Cooke, 5 chapel street, Exmouth. 369,572.

"ABBEY EAU DE COLOGNE" on label, with medallion bearing words, "PURITY AND EXCELLENCE"; for Eau de Cologne made in Great Britain. By Parke's Drug Stores, Ltd., 65 Harwood street, N. W. 369,121.

Picture of padlock; for perfumery, etc. By G. W. Goodwin & Son, Manchester. 369,604.

"VIRULY" with picture of butterfly on twig; for vermin destroyers. "VIRULY"; for soap and washing powders. By Koninklijke Stearine Kaarsenfabriek Gouda, Gouda, Holland. 367,344/5.

"BACTEROL"; for medicinal chemicals and for perfumery, etc. By Bacterol, Ltd., 19-25 Brookside road, Highgate, N. 369,724/5. (Associated.)

"DERMOSA"; for toilet preparations. By Arnold & Sons, 6 Giltspur street, London, E. C. 369,506.

"FEDORA" and "POLLENDOWN"; for perfumery, etc. By Warrick Bros., Ltd., 6 Nile street, N. 369,839/40.

"BRIZ"; for goods and for a polish. By Lever Bros., Ltd., Port Sunlight. 369,791/760.

"LYSOCREME"; for perfumery, etc. By British Lysol, Ltd., 37 Station street, Nottingham. 369,867.

"FLAXONIA"; for a hair preparation. By Grace L. Mulligan, 32 Hill street, Knightsbridge, London, S. W. 369,488.

"YADOZA"; for toilet preparations. By Bernadette C. Clément, 6 Addison Mansions, Blythe road, West Kensington. 369,823. (Associated.)

"FLYGO," "LIPPAX," "SILKREMA" and "MYHAT"; for toilet articles. "RUBICO," for toilet rouge. By the Standard Tablet and Pill Co., Ltd., Hove.

"COLNICE" and "LAVANDICE"; for toilet articles. By the Standard Tablet and Pill Co., Ltd., Hove.

"CONSOL" and "BANJO," with picture of same, for goods; "FRIENDLY" and device with word "KEYSTONE"; for perfumery, etc. By G. W. Goodwin & Son, Ordsall Lane Soapworks, Manchester. 369,123, 369,334/133/137.

"ANCESTOR" and "FLOTSAM"; for goods and for perfumery, etc. By C. Thomas & Bros., Ltd., Broad Plain Soapworks, Bristol. 369,977/78/79/80.

"TARBOSA" ("Tar" disclaimed); for shampoo hair wash. By A. C. Whittaker, 25 Grove road, Eastbourne. 369,343.

"GLYCAROSE" and "FROZESSA"; for toilet articles. By the Standard Tablet and Pill Co., Ltd., Hove. 369,571, 370,032.

"PUMMEL"; for perfumery, etc. By G. W. Goodwin & Son, Ordsall Lane Soapworks, Manchester. 369,138.

"VIOSTYL"; for perfumery, etc. By Vinolia Co., Ltd., 37-38 Upper Thames street, E. C. 370,194.

## FOREIGN CORRESPONDENCE AND MARKET REPORT

### BULGARIA.

**OTTO OF ROSE.**—A British consular report says that Otto of Roses to the value of £29,460 was exported from Bulgaria during the first four months of 1914. The export for the year 1913 was valued at £306,240, and for 1912 at £464,800. The exports were consigned to France, Germany, the United Kingdom, and the United States.

### COLOMBIA.

**EXEMPTION FROM INTERNAL TAX OF DOMESTIC PERFUMERY.**—A Colombian law of September 14, 1915, abolishes the excise duties on perfumes, toilet waters, and other toilet preparations of domestic production prescribed by the decree of January 27, 1915. Imported preparations, however, remain subject to an excise tax ranging from 0.50 peso to 5 pesos per kilo (gold peso, \$1).

### CHINA.

**TOILET GOODS.**—Vice Consul E. H. Dooman, Kobe, Japan, says: Until the Russo-Japanese war the upper and middle classes of China used toilet articles of European and American manufacture exclusively, but at the close of that conflict Japanese firms began to export toilet goods to China. As cheapness was their chief recommendation, the upper classes, not being influenced by price, continued to demand European and American products. Now, however, Osaka manufacturers are improving their methods and are studying the Chinese tastes in the endeavor to supply articles that will satisfy the most exacting purchaser.

The chief toilet articles being exported to China from Osaka are soap, perfumes, hair oil, and tooth powder. Face powder, toilet water, and cold cream are also being sold, but in quantities hardly worth mentioning.

The principal localities where Japanese soap is in demand are North China and South Manchuria. In Tientsin and Shanghai, where there has been a considerable market for Japanese soap hitherto, small factories, managed by Chinese, are appearing.

In Manchuria the market centers around Mukden, where a considerable quantity of soap is being sold at 80 to 85 cents a dozen.

The average price of the perfumes and hair oil now being exported from Osaka to China is four or five times higher than it was ten years ago. The quality has improved greatly, and the higher grades of the Japanese articles are said to be but little inferior to the European manufactures with which they compete in that market. The consumption of hair oil is far behind that of perfumes, as the principal users are the Japanese residing in China.

The best selling perfumes are put up in bottles 1 or 2 inches in height, and are called "Mame Kosui." They sell for \$0.20 to \$1.75 per dozen bottles. The season for exporting is during March and April.

Dentrifices put in paste or liquid form are exported for the use of the Japanese residents only. The principal market for tooth powder is Manchuria and North and Central China, very little going to South China. As with soap, Chinese-made tooth powders are beginning to be formidable competitors of Osaka dentrifices in the Chinese field.

### FRANCE.

**GRASSE.**—Mr. Antoine Carlès, factory manager for Tombarèl Frères, died recently at the age of 68.

**MODIFICATION OF EMBARGO PROVISIONS.**—The French Journal Officiel of December 14, 1915, contains a long list of products under embargo, the exportation of which is permitted without special authorization when the destination is an allied country or the United States. A copy of the list (in French) may be obtained upon application to the Bureau of Foreign and Domestic Commerce.

(Continued on page 326.)

### THE MARKET.

Further sharp advances in virtually all the spices and the essential oils distilled from these natural aromatic substances, a slight concession in the figures asked for spot lots of menthol, coincident with a stiffening of producers' views on that commodity, and additional uplifts in wood and denatured alcohol and Mexican vanilla beans have constituted the principal price movements in the perfumery, flavoring and soap material supply markets within the month. A moderate easing of the carbolic acid situation, due to the steadily increasing output of benzol, toluol and chemically pure phenol in this country, has suggested a noteworthy downward movement of the prices named for the numerous salicylates and other phenol derivatives in the list of synthetic chemicals of aromatic character within the near future, but evidently this recession in the basic coal tar products has not yet proceeded far enough to warrant such a marking down of quotations for these finished articles. Except in vanilla beans, the buying movement has been of rather meager proportions of late, but will probably be augmented considerably at the first sign of the long-awaited reduction in prices for artificial oils, made from a phenol base.

While the greatly increased production of the crude grades of glycerine has brought about some concessions in the prices asked for the refined descriptions of this commodity, known as the dynamite and chemically pure varieties, the growing demand for lard, cottonseed and soya bean oils and other relatively cheap animal and vegetable oils, usually employed to a large extent in soap making, but now also used extensively for extracting the soaplye and saponification grades of glycerine, has kept the prices for these oils on a strongly upward course within the interval.

A growing scarcity of the crude spices, which, as previously mentioned, has been due to an unceasing curtailment of shipping facilities from the countries of their origin, principally in the Orient; a strict enforcement of numerous partial embargoes, the imposition of heavy export taxes and greatly increased ocean freight rates, has carried the prices for these goods and especially for cassias, chillies, gingers, maces, nutmegs and peppers, to unprecedentedly high levels. It has likewise raised commensurately the figures named for cassia, mace, nutmeg and ginger oils. Almost equally noteworthy advances in anise, mustard, caraway and fennel seeds, resulting from the above-mentioned contraction in shipments and increased cost of transportation, have likewise been reflected in a substantial lifting of prices for the oils distilled therefrom, while artificial mustard and bergamot oils have also been raised and East Indian sandalwood oil has stiffened still further on a recent cessation of shipments of the wood and a consequent further rise in the cost of this material.

Peppermint oil has continued to be very firmly held, as spot stocks have been reduced and the distillers and other operators in Michigan and Indiana, who have strong financial backing, are still disinclined to part with their 1915 crop oil at present figures and are becoming more disposed to withhold their goods for still higher prices before the new crop product becomes available. Spearmint oil has been strongly maintained at the figures of a month ago, for the same reasons, but sweet birch has been offered off slightly, under an augmented production, although genuine wintergreen leaf oil, or gaultheria, and artificial wintergreen oil, or methyl salicylate, has continued to be held well at previously-recorded figures, despite the recent dip in carbolic acid. Otto of rose has likewise been firmly held by local importers, as importations from Bulgaria have been entirely cut off and artificial rose and almond oils have been holding their own at the relatively high figure reached, while phenol was advancing sensationally. A growing shortage of patchouli leaves, Austrian juniper

(Continued on page 326.)

# PRICES IN THE NEW YORK MARKET

(The following quotations are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

## ESSENTIAL OILS.

Almond Bitter.....per lb..	\$10.50-11.00
" F. F. P. A.....	11.50-12.00
" Artificial.....	5.50-6.00
" Sweet True.....	1.00-1.10
" Peach-Kernel.....	.50-.60
Amber, Crude.....	.50
" Rectified.....	.90-1.00
Anise.....	1.25
" Lead free.....	1.50
Bay, Porto Rico.....	3.25-3.50
Bay.....	2.60
Bergamot, 35%-36%.....	3.50
Birch (Sweet).....	3.75
Bois de Rose, Femelle.....	4.50
Cade.....	.35
Cajeput.....	1.00
Camphor, Japanese.....	.18-.20
Caraway Seed.....	2.30-2.50
Cardomom.....	32.00
Carvol.....	3.75
Cassia, 75-80%, Technical..	1.20
" Lead free.....	1.30
" Redistilled.....	1.60
Cedar, Leaf.....	.55
" Wood.....	.20-.25
Cinnamon, Ceylon.....	14.00-15.00
Citronella, Ceylon.....	.50-.55
" Java.....	1.10
Cloves.....	1.50
Copaiba.....	1.00
Coriander.....	†15.00
Croton.....	1.00
Cubebs.....	3.00
Erigeron.....	1.20
Eucalyptus, Australian, 70%.	.65
Fennel, Sweet.....	†4.80
Geranium, African.....	4.00
" Bourbon.....	3.50
" Turkish.....	3.25
Ginger.....	6.00
Gingergrass.....	2.00
Hemlock.....	.60
Juniper Berries, twice rect.	†5.75
Kananga, Java.....	3.00
Lavender, English.....	21.00
" Fleurs.....	3.75-4.50
" (Spike).....	1.25-1.40
Lemon.....	1.15-1.20
Lemongrass.....	.90
Limes, expressed.....	3.00
" distilled.....	2.50
Linaloe.....	2.60
Mace, distilled.....	1.00
Mustard Seed, gen.....	nom.
" artificial.....	15.00
Mirbane, rect.....	.40-.50

Neroli petale.....	\$40.00-50.00
" artificial (dom.).....	10.00-15.00
" " (imp.).....	22.00-25.00
Nutmeg.....	1.00
Oponox.....	†8.50
Orange, bitter.....	2.50
" sweet.....	2.10-2.25
Origanum.....	.40-.60
Orris Root, concrete.. (oz.)	6.00
" " absolute.. (oz.)	40.00-45.00
Patchouly.....	†10.00-12.00
Pennyroyal.....	2.00
Peppermint.....	2.30-2.50
Petit Grain, South American	2.75
" " French.....	9.00
Pimento.....	1.75
Rose.....	10.00-12.00
Rosemary, French.....	.85-1.00
" Spanish.....	.75
Rue.....	4.00
Sandalwood, East India....	6.75-7.00
" West India....	2.00
Sassafras, artificial.....	.35
" natural.....	.75
Savin.....	3.00
Spearmint.....	1.75
Spruce.....	.60
Tansy.....	3.00
Thyme, red.....	1.50
" white.....	1.65
Vetivert, Bourbon.....	12.00-15.00
" Indian.....	25.00-35.00
Wintergreen, genuine.....	5.00
Wormwood.....	2.50
Ylang-Ylang, Bourbon.....	12.00-15.00
" " Manila.....	28.00-35.00

## AROMATIC CHEMICALS.

Amyl Salicylate.....	*5.00-9.00
Anethol.....	3.00
Anisic Aldehyde.....	nom.
Benzyl Acetate.....	*4.50-9.00
" Benzoate.....	10.00
Cinnamic Acid.....	nom.
" Alcohol.....	†8.00
" Aldehyde.....	nom.
Citral.....	3.50
Citronellol.....	24.00
Cumarin, natural.....	8.00
" artificial.....	8.50
Diphenylmethane.....	nom.
Diphenyl-oxide.....	nom.
Eucalyptol.....	1.00
Eugenol.....	3.00
Geraniol.....	4.50-5.00
" from palma rosa	5.50-6.00
Heliotropine.....	4.50

Iso-Eugenol.....	\$4.00
Linalool.....	6.00
Linalyl Acetate.....	9.00
Methyl Anthanilate.....	10.00-12.00
" Salicylate.....	3.50
Musk Ambrette.....	35.00
" Ketone.....	35.00
" Xylene.....	12.00
Phenylacetaldehyde.....	*25.00-30.00
Phenylethyl Alcohol.....	40.00
Safrol.....	.40-.50
Terpineol.....	1.00
Thymol.....	14.00
Vanillin..... (oz.)	.60@.65

## BEANS.

Tonka Beans, Angostura...	1.50
" " Para.....	.75-.80
Vanilla Beans, Mexican...	4.00-6.00
" " Cut.....	3.25-3.50
" " Bourbon.....	2.50-3.00
" " Tahiti.....	1.75

## SUNDRIES.

Ambergris, black..... (oz.)	15.00-20.00
" gray.....	25.00-27.50
Chalk precipitated.....	.10
Civet, horns..... (oz.)	2.75
Cologne Spirit..... (gal.)	2.75-3.10
Menthol.....	3.50
Musk, Cab., pods..... (oz.)	10.00
" " grain.....	25.00-30.00
" Tonquin, pods.....	19.00
" " grains.....	25.00-30.00
Orris Root, Florentine, whole	.18
" " powd. and gran.	.20
Talc, Italian..... (ton)	32.00-35.00
" French.....	25.00-30.00
" Domestic.....	15.00-25.00

## SOAP MATERIALS.

Cocoonut oil, Cochin, 15@16c; Ceylon, 13@13½c.	
Cottonseed oil, crude tanks, 60@61c. gal.; refined, 9½c.@10½c.	
Grease, brown, 7@8c.; yellow, 8@8½c.; white, 8½@9½c.	
Olive oil, denatured, 92@95c.	
" " foots, prime, 10@10½c.	
Palm oil, Lagos, 10½@10½½c.; red, prime, 9¾@10c.	
Peanut, 70@75c.	
Rosin, water white, \$7.85.	
Soya Bean oil, 8½@8½½c.	
Tallow, city, 8½c (hhd.).	
Chemicals, borax, 6¼@6¼c.; caustic soda, 74@76 p. c., 6c.	

\*Inside figures are for domestic; outside prices for foreign goods.

†Nominal because almost unobtainable.



## FOREIGN CORRESPONDENCE.

(Continued from page 324.)

## ITALY.

**EMBARGO ON OLIVE OIL.**—A cablegram from American consul general, Genoa, received February 8, says: The permission heretofore granted by the Italian Government for the exportation of olive oil (which is among the products specified in the Italian embargo list) has been withdrawn and no more shipments will be allowed.

## MADAGASCAR.

**SOAPS.**—Consul James G. Carter, Tamatave, says: The only soap imported into Madagascar in any considerable quantity is common laundry or kitchen soap, used generally by the natives for their toilet and for household purposes. It is a heavy brown article put up in oblong bars about 15½ inches long and 2 inches square. This soap comes in wooden cases and is packed 16 bars to the case, weighing 50 pounds net.

On account of disturbed conditions due to the war Madagascar's imports of laundry soap in 1914 amounted to only 1,742,143 pounds, valued at \$69,401, compared with 2,889,867 pounds, valued at \$141,027, in 1913, and 2,434,452 pounds, valued at \$121,272, in 1912. In the first six months of 1915, however, the importation was more normal and amounted to 1,266,676 pounds, valued at \$55,571.

## SIAM.

**PERFUMERY AND SOAPS.**—Vice Consul Carl C. Hansen, Bangkok, reports that the value of imports of perfumery and cosmetics into Siam for the fiscal year ended March 31, 1915, decreased considerably from the total for the preceding year, being \$80,989, compared with \$158,695. The value of these goods credited to the United States was \$844 in 1915 and \$1,205 in 1914, but there are good reasons, he says, for believing that of the \$16,374 worth of these supplies credited to the ports of transshipment, Singapore and Hongkong, the greater portion was from the United States. American scented talcum powders, tooth pastes and powders, tooth brushes, and shaving sticks and brushes are in good demand especially, and are displacing many of the European articles of similar kind.

Siam's soap imports for the fiscal year ended March 31, 1915, amounted to 1,787,078 pounds, valued at \$86,262, against 1,715,895 pounds, value \$110,456, for the preceding year. The value of the soap supplied from the United States increased from \$370 in the fiscal year ended March 31, 1914, to \$483 in 1915, and the imports consisted almost entirely of the better grades of toilet soaps, many of which, owing to judicious advertising by some of the interested United States firms of soap makers, are beginning to find favor with the Siamese and Chinese population.

## SYRIA.

**OLIVE OIL.**—Advices received from Consul General Stanley W. Hollis indicate no change for the better. A lack of rain spoiled some of the olives that escaped the locusts, so that the crop was shorter even than at first anticipated. November prices for oil in Beirut were 18.8 cents per pound for first quality and 17.5 cents per pound for second quality.

## VENEZUELA.

**PERFUMERY.**—Consul Homer Brett, La Guaira, says: It might be inferred from the steady decline in Venezuela's imports of perfumery since 1911 that the demand is decreasing but such is hardly the case. Undoubtedly there was overimportation in 1912 and held-over stock largely sufficed for 1913; and, had it not been for the war, 1914 would have shown larger purchases than the year preceding.

Importations of perfumery into Venezuela since 1911 have been as follows: 1911, \$173,154; 1912, \$192,861; 1913, \$137,478; 1914, \$101,906; six months of 1915, \$42,224.

The United States occupies second place as a supplier of perfumery to Venezuela, but its share of this trade is only about 20 per cent, although its percentage of Venezuela's total imports is 66½. Why it should have done so much

## THE MARKET.

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berries, bitter almonds, lavender and linaloe flowers and the oils made from these botanical products have also found reflection in the naming of still higher figures for these articles. Ceylon citronella oil, which is reaching here only in small quantities from India, because of a curtailment of merchant vessels plying between the island of its production and consuming countries, at a time when the demand has become fairly active, has also been advanced in price and included in the group of natural essential oils, which have likewise been raised to higher levels because of a growing shortage with little prospect for speedy replenishment, have been amber, Australian eucalyptus, malefern, pine needle and savin oils and safrol. The first-mentioned of these oils is now so scarce as to be almost unprocurable at any price in either crude or rectified form.

Wood and denatured alcohol have been advanced to the extent of 5 cents a gallon by the leading distillers, as the takings by foreign as well as of domestic consumers have increased enormously, but ethyl spirits have been offered at unchanged figures.

Prominent among the month's important uplifts, moreover, have been sharp advances in terpineol and liquid styrax, which are in very scanty supply and virtually unobtainable from abroad, while only a limited quantity of the former is now being made from American turpentine. About the only noteworthy concessions and outright reductions which have been made, outside of those in the distilled grades of glycerine, have been confined to balsam Peru and menthol. The decline in the prices asked for the former article has been due to a diminishing demand and a somewhat more liberal supply. In the menthol situation, an anomalous condition has been presented in the marking down of prices for spot goods, under a falling off in buying operations here, while producers in Japan have raised their offers, for deliveries well into the first half of this year, to figures which are much above those asked for the goods already here. A commensurate uplift of prices for this article is therefore looked for here within the near future.

## Beans.

Mexican vanilla beans have been advanced again by New York operators, as stocks have been greatly reduced by the recent extensive purchases of extract makers, while the curers in the Papantla and Gutierrez-Zamora regions have stiffened their views materially on the new crop whole beans. Mexican cuts have continued to be very firmly held at previously-mentioned figures. Bourbon beans has been marked up in Paris, Bordeaux and Marseilles, where the bulk of the high quality goods has been absorbed, and are being very strongly maintained by handlers here. Latest estimates on the yields of the producing islands indicate a crop of only 60,000 kilos on Réunion, the only colony reporting a full crop, and add that half of this yield has already been taken by French speculators, while the remainder is being held for still higher prices. Tahitis continue strongly maintained, despite the recent arrival on the Pacific Coast of 100 cases from Papeete.

better in 1912 is not now discoverable. The reasons for the lead of European manufacturers in this line are evident. They have resident agents in Caracas, and their perfume is of good quality and comes in attractive packages. The facts of most importance, however, are that they give liberal credits and that their advertisements appear in every issue of the local newspapers, whereas until recently no announcements of American perfumery have appeared in the newspapers of Caracas, where probably four-fifths of the perfumery is sold, and even these seem to be rather spasmodic.

Perfumery is sold by some of the druggists, but most of the sales are made by department stores, millinery stores, bazaars, and men's outfitters. The best way to seek trade is through a good resident agent, who can visit the numerous dealers with samples, but some direct orders may be secured by correspondence.

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